

NOTE THE SOAP INDUSTRY SECTION

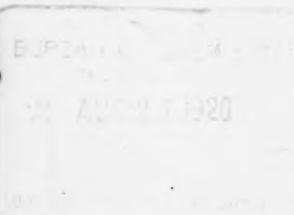
The American Perfumer

and Essential Oil Review

14 CLIFF ST., NEW YORK

PERFUMER
PUBLISHING
COMPANY

AUG.
1920
VOL. XV
NO. 6



(SEE PAGE 9)

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(STOPPER FACTORY)
NEW YORK

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TWENTY CENTS A COPY.

NEW YORK, AUGUST, 1920

Vol. XV, No. 6

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and ESSENTIAL OIL REVIEW
PUBLISHED MONTHLY.

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INDUSTRIAL ALCOHOL AND PROHIBITION.

No action has been taken at Washington on the complaints of users of industrial alcohol, although two full months have elapsed since the conference with Commissioner Kramer was held and at which intimation was given that some relief might soon be expected. Manufacturers in our industries, as well as those in other lines, have not only been very patient in their attitude towards the prohibition enforcement officials, but they have gone to extremes in supporting the new order of things, despite what some of them may think about the whole thing. In fact, instead of relaxation, or the keeping of promises made by the bone dry agitators a year or more ago, the tendency seems to be to impose greater burdens on the manufacturers. And this is at a time when Canada has already acted to remove similar handicaps that hampered Dominion manufacturers. The *New York Times* and many other influential journals have printed articles exposing unnecessary hardships which attend the use of industrial alcohol by American manufacturers, but little impression seems to have been made upon the enforcement officials, who appear to neglect this easy problem of their work for the more baffling and less popular one of clamping the bone dry lid upon the heads of unwilling citizens.

PUTTING THE CANDIDATES ON RECORD.

The Ohio State Pharmaceutical Association has adopted the plan, in co-operation with the National Association of Retail Druggists, of putting on record the candidates of both of the big parties for president, for senators and representatives in congress, for governor and members of the legislature, upon their attitude towards various subjects affecting druggists, including the Revenue Act of 1918 applying to proprietary and toilet articles, to luxuries, soft drinks, etc. The Ohio plan, so far as developed, is absolutely non-partisan. It simply is following out the idea of the Anti-Saloon League.

There is no apparent reason why members of associations in our industries should not do likewise, especially those who are suffering from Volstead red tape that seeks to tie up legitimate industries. There is a growing sentiment that the Volstead law has gone too far in trying to regulate the use of industrial alcohol and there may be a chance for relief in the reaction against its more stringent provisions.

FALSE NEWSPAPER REPORTS REGARDING THE SALES OF TOILET PREPARATIONS.

During the last month there has appeared in the newspapers all over the country an apparently inspired article indicating that the sales of perfumes, toilet preparations, etc., in the United States amounted to \$750,000,000 during the last twelve months. As this appeared to us to be a gross exaggeration, we wrote to the Treasury Department and learned that the latest tabulation of taxes from "perfumes, cosmetics, patent and proprietary medicinal preparations, etc." shows the receipts for May, 1920, of \$514,958.46, and for the period from July 1, 1919, to May 31, 1920, \$5,936,384.42. At this rate the collections for the full fiscal year ended June 30, 1920, should be about \$6,500,000.

An approximation of the retail value of these articles, based upon the rate of tax of one cent upon each twenty-five cents retail value, would indicate that the total sales for the twelve-month period would be about \$162,500,000. This figure, of course, would include the medicinal preparations, but as no separate record is kept in the Treasury Department as to what part of the tax covers perfumes and cosmetics, one may only guess at how much of the \$162,500,000 represents those articles, and how much remains for medicinal preparations.

At any rate, the figures quoted in the newspaper are ridiculous, for while this industry has expanded considerably during the last few years, it is doubtful whether the gross volume is any more than double the pre-war figures. At that time estimates were made of an annual volume of \$40,000,000 to \$50,000,000, while during the last twelve months the gross volume would probably be about double that amount.

LOUISIANA BRIBERY LAW.

The following is a summary of a new anti-grafting law passed by the Louisiana Legislature during the session just ended:

1. That it shall be unlawful for any person to give, offer or promise to any agent, employe or servant, or to a member of his family, or to any one for his use or benefit, either directly or indirectly, any gratuity whatever, or any commission, discount or bonus, without the knowledge and consent of the principal, employer or master of such agent, employe or servant, with intent to influence his action in relation to his principal's, employer's or master's business.

2. That it shall be unlawful for an agent, employe or servant, without the knowledge and consent of his principal, employer or master, to request or accept, either directly or indirectly, a gift or gratuity or a promise to make a gift or do an act beneficial to himself or any commission, discount or bonus under an agreement or with an understanding that he shall act in any particular manner to his principal's, employer's or master's business.

3. That the same principle shall apply to agents, employes or servants authorized to contract for labor or service, and to persons, firms and corporations contracting with agents, employes or servants for such labor or service.

4. That no person may be excused from testifying or producing needed documentary evidence in any case under this law.

5. That persons turning State's evidence shall be given full immunity under the law.

6. That those found guilty of violating the law shall be fined not less than \$10 or more than \$500, or imprisoned for not exceeding one year, or both.

ADVERTISING A SILENT SALESMAN.

In an address before the "Sixth Business Builders' Conference," in Chicago, G. R. Schaeffer, advertising manager of Marshall Field & Co., said:

"Fundamentally advertising is a very simple matter. We define it as printed salesmanship. It represents to many people at one time what your salesman represents to one person in individual conversation. It gives information concerning your merchandise and your service. This, of course, is its common use. But it also should be used to give information concerning the policies of your institution and in this way to create good will and build confidence.

"Essentially, however, advertising is the multiplier of individual selling effort. A poor salesman will make a poor impression; so will poor advertising. Good advertising, like good salesmen, will bring business and prestige to you. Just as you desire the best in salesmen you should desire the best of advertising.

"Advertising is, of course, an expense. But so are salaries for salesmen. And you must bear in mind that good advertising will do the work of many salesmen. It will economize the time of the salesmen you have and make them more efficient. Also, good advertising reaches people that your salesmen cannot. Moreover, that kind of advertising which builds good will and confidence is a definite investment; it increases your assets and brings dividends, for good will is just as surely a capital stock asset as merchandise."

EMPLOYERS WARNED ON INSURANCE.

Drastic penalties are to be asked in a new drive to enforce the New York State Compensation Insurance Law. Employers who come under its provisions are warned to carry Compensation insurance to cover their employees. "The failure to do so," said Bernard L. Shientag, chief council to the State Industrial Commission, "is a misdemeanor punishable by a fine up to \$1,000, by imprisonment up to one year, or by both such fine and imprisonment."

Any employer who is in doubt as to his duties under the Workmen's Compensation Law should apply promptly to the Industrial Commission, at its office, 124 East Twenty-eighth street, New York City. "If an employer continues to violate this law, he may expect very little consideration from the Commission and from the courts," said Mr. Shientag. "In the last year the Court of Special Sessions imposed fines ranging from \$50 to \$250 on 122 employers failing to carry compensation insurance, and one uninsured employer in whose plant a worker was seriously injured was sent to jail for thirty days."

Australia Now Is a "Perfumer" Subscriber

Among the recent new subscribers to THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW is the Commonwealth of Australia, which wants this journal for the use of one of its important officials. The order is continuous, provision being made for renewals when necessary.

Great Help in His Business.

Wm. E. Sargent, manufacturer of toilet waters, face lotions and barbers', toilet specialties, Indianapolis, Ind.)

Enclosed you will find \$2 for another year's subscription to THE AMERICAN PERFUMER which sure gives lots of information that is of great help to me in my business.

NEW YORK STATE ALCOHOL TAX.

A tax of 35c. a gallon imposed by the state of New York upon denatured alcohol produced within its borders, for the purpose of raising additional revenue, is held by representative men in the trade to be not only unconstitutional, as in conflict with Federal statutes, but threatens to wipe out the industry as established within the State.

That no revenue will be derived from it by the government at Albany makes the law absurd in the estimation of officials of large producing corporations, and will only result in compelling consumers within this state to pay higher prices without just reason if they are to continue in business.

The State is debarred from imposing the tax on the product of foreign corporations doing business with its citizens, while a tax of 35c. on its own distillers places them at a most serious disadvantage in competing with the producers of Pittsburgh and Cleveland on the west, Philadelphia and New York on the South Boston, Worcester and Springfield on the East.

It is questioned whether any of the distillers whose plants are located in this State, and certainly not the smaller ones, can pay the tax and continue in business. The only effect of the tax, beside strangling a home industry would be to compel manufacturing consumers of the State to pay higher prices to these outside producers, who without doubt would be prompt to take advantage of the opportunity to make an extra profit.

It is understood that the larger distilling interests of New York are taking steps to secure the rescinding of the law as an unconstitutional enactment, and meanwhile a conference of manufacturing druggists has been called at the rooms of the National Wholesale Druggists' Association in this city, for a discussion of the problem. It is contemplated among other steps that may be taken at this meeting, to draft a petition to Albany for the repeal of the law, as oppressive and unjust.

WORLD CRUISE TO WIN TRADE.

Sale of the ex-German liner *Von Steuben* to Ferd. Eggena of New York, to be used as a floating exhibition of American products in a cruise around the world was announced recently by Admiral Benson. The vessel has been sold for \$1,500,000 and \$3,000,000 will be spent in making it one of the best equipped ships afloat. Four months will be required to recondition the liner, which is expected to start her cruise about Jan. 15, 1921.

Accommodations will be provided for the representatives of 700 American manufacturers, who will accompany their exhibits and demonstrate them in foreign ports. Mr. Eggena said that arrangements had already been completed with more than 500 companies and that the remaining 200 will be closed rapidly. An effort is being made, he said, to confine the exhibits to one or two products in each field.

The purpose of the cruise is to promote the sale of American products in foreign markets. It is expected that the floating exposition will not only be an advertisement for the United States, but it is anticipated that a large volume of business will be transacted on the vessel. To facilitate this, one of the New York banks has been asked to provide banking accommodations on board.

GROSS SALES TAX OPPOSED.

Taking a different attitude from that of the Tax League of America, the Chamber of Commerce, the National Association of Manufacturers and many other organizations that favor the gross sales tax to replace the excess profits tax the National Association of Credit Men, which claims to have 33,000 business firms throughout the country as its members, expresses pronounced opposition to the one per cent tax on general turnover of business. It gives as the main reason that while the excess profits tax ultimately falls on the consumer the gross sales tax will fall under the same category. It wants a readjustment of the income tax as a substitute for the excess profits tax, the abolition of which it advocates.

Information received from Washington that both Presidential candidates are in favor of revision of the taxation laws and repeal of the excess profits tax has renewed the efforts of the National Association of Credit Men to present a plan that will result in all of the income of the country being taxed in proportion to the amount received by the individual. If this is done there will be plenty of revenue for the Government, according to J. H. Tregoe, secretary-treasurer of the organization.

FOR INTERNATIONAL CREDIT BUREAU.

Tentative plans for the creation of an international credit bureau, with branches in the five big European countries, were talked over August 7 at a meeting of representatives of various trade bodies held in the offices of the National Association of Credit Men. As the result, it was proposed to form the International Foreign Credit Interchange Bureau, to be operated in conjunction with the International Chamber of Commerce. In a statement issued following the conference the National Association of Credit Men said, in part:

"Hundreds of millions of dollars are lost annually through commercial frauds perpetrated by concerns in other countries which take advantage of American business houses. An attempt to curb these professional swindlers, and also to prevent the repudiation of contracts on a falling market, will be made by the Foreign Credit Department of the National Association of Credit Men."

AMERICAN CHEMICAL SOCIETY.

The preliminary program which has been arranged for the Autumn meeting of the American Chemical Society, to be held at Chicago on September 6 to 10, inclusive, in conjunction with the Chicago Section, has been announced, and assures an interesting meeting. Special arrangements have been made for the transportation of members from New York, Philadelphia, Pittsburgh and other cities, with special cars to run from New York. Numerous excursions and entertainments have been arranged.

TAKING THE JOBBER OUT OF SOAP.

The question of the utility of the jobber bobs up every once in so often. Now Procter & Gamble have declared war on the wholesalers, but they are not having clear sailing, as will be seen by reference to an article in our SOAP SECTION. The fight between this big soap firm and the powerful Wholesale Grocers' Association already is becoming bitter and the outcome will be watched with interest by manufacturers and jobbers in other lines.

BIG GROWTH IN FOREIGN TRADE.

Eleven months' imports into the United States of commodities in which our industries are interested, for the periods ending in May, were as follows:

	1919	1920
	dutiable	dutiable
Perfumeries, cosmetics and all toilet preparations	\$3,253,480	\$4,754,961
Castile soap	912,861	2,130,115
Talc, ground or prepared	21,480,479	32,378,258
Lemon oil	401,396	742,760
Glass vials, bottles, etc.	1,834,770	3,354,164
Glycerine	853,649	13,972,135
Palm oil	18,704,106	48,515,426
Cocoanut oil	332,019,155	258,590,179
Olive oil	3,032,383	6,508,215

In the same period, exports from the United States were reported as follows:

	1919	1920
Perfumes, cosmetics and all toilet preparations	\$5,308,195	\$7,005,806

June exports of perfumery from the port of New York also were heavy, being as follows:

To Belgium, \$2,434; France, \$1,478; Germany, \$340; Gibraltar, \$328; Greece, \$7,751; Italy, \$90; Netherlands, \$9,018; Norway, \$284; Spain, \$23,046; Sweden, \$8,389; Switzerland, \$805; Turkey in Europe, \$198; England, \$123,809; Bermuda, \$1,250; British Honduras, \$7,514; Costa Rica, \$1,775; Guatemala, \$4,343; Honduras, \$6,666; Nicaragua, \$8,507; Panama, \$13,302; Salvador, \$1,811; Mexico, \$1,586; Newfoundland, \$1,966; Barbados, \$471; Jamaica, \$6,424; Trinidad, \$3,524; Old British West Indies, \$624; Cuba, \$107,134; Danish West Indies, \$537; Dutch West Indies, \$1,665; Haiti, \$5,584; San Domingo, \$13,250; Argentina, \$16,710; Bolivia, \$1,947; Brazil, \$41,823; Chile, \$10,840; Colombia, \$10,329; Ecuador, \$8,054; British Guiana, \$1,228; Dutch Guiana, \$1,251; Peru, \$27,281; Uruguay, \$4,619; Venezuela, \$18,249; China, \$42,433; British India, \$43,639; Straits Settlements, \$7,594; British East Indies, \$1,003; Dutch East Indies, \$4,111; Hongkong, \$12,957; Japan, \$20,155; Siam, \$295; Turkey in Asia, \$656; Australia, \$101,762; New Zealand, \$37,992; British Oceania, \$160; Philippine Islands, \$50,403; Belgian Congo, \$29; British West Africa, \$12,147; British South Africa, \$15,430; British East Africa, \$15,158; Canary Islands, \$496; Kam, \$102; Madrid, \$352; Yugo, \$124; Egypt, \$2,683; Poland, \$6; total \$877,931.

Fancy soap exports in June from the port of New York amounted to \$524,816; other soap exports, \$681,716; glycerine, \$18,116; rosin, \$166,820; tallow, \$171,138; soap stock and other grease \$162,876.

A NEW ESSENTIAL OIL.

Roure-Bertrand Fils have examined a new essential oil from Annam, which has been distilled from "Blé des Pagodes" (wheat of the pagodas). Unfortunately, up to the present, no means of identifying the plant from which it has been distilled are available. It is an amber yellow oil having an odor recalling that of palmarosa oil, but in which the odor of cumin oil is also to be observed. It has a burning, aromatic flavor, resembling that of orange peel. Its characters are as follows: Specific gravity at 20°, 0.9182; optical rotation, +58°40'; refractive index

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We desire to say that we have found your publication a satisfactory medium for advertising.

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at 20°, 1.4870; acid value, 1.87; saponification value, 11.20; ester value, 9.33; saponification value (after acetylation), 130.67; total alcohols as geraniol, 39.83 per cent; combined alcohols as geraniol, 2.56 per cent; free alcohols as geraniol, 37.27 per cent. The oil is soluble in one volume, and over of 80 per cent alcohol. Thirty grains of the oil was submitted to fractional distillation, and the following fractions obtained at a pressure of 735 mm.:

Temperature.	Weight.	Sp. Gravity.	Rotation.
174—179°	6 gr.	0.8554	+95°
184—202°	5 gr.	0.8809	+85°
202—212°	3 gr.	.....	+64°
212—222°	10 gr.	0.9479	+45°
222—226°	3 gr.	0.9524	+31°
Residue	3 gr.	.....	....

The oil contains *dextro-limonene*, geraniol and cuminic aldehyde.

FOILING TRADEMARK BANDITS.

It is the expectation that within a few weeks the ratification by Venezuela of the pending Trademark and Patent Treaty providing for the second Patent and Trademark Bureau to be established at Rio Janeiro will make it possible to prevent the wholesale business of registering American trademarks in Latin American countries for the purpose of blackmailing the manufacturers and exporters of the United States.

The Patent and Trademark Bureau at Havana has created a most wholesome condition in all the countries in the first treaty providing for patent protection. Dr. Mario Diaz Irizar, Director of the International Trademark Registration Bureau at Havana, has been in Washington conferring with officials of the Department of State, the Patent Office and other governmental agencies concerning the work of the bureau. The bureau, he states, is now functioning normally and carrying out the terms of the convention signed at Buenos Ayres, Aug. 20, 1910, for the protection of trademarks in the American republics. Only six governments have failed to ratify this convention, and several of these, it is hoped, will take favorable action before long.

"Wonderfully Interesting."

From La Meda Mfg. Company, Cold Creamed Powder, 103 East Garfield Blvd., Chicago, Ill.)

You certainly have a wonderfully interesting publication.

PRICE DECLINE GUARANTEES, TAX RULINGS, ETC.

WASHINGTON, D. C., Aug. 17.—The Federal Trade Commission has announced that a trade practice submittal on the subject of guarantee against decline in price has been fixed for October 5. The conference to be held at the Commission's offices in Washington.

"Guarantee Against Decline in Price" has been described as the practice of guaranteeing customers against the decline in the price of goods, purchased and not resold at the time of any subsequent decline in the prevailing market price of such goods, that is to say, a seller would guarantee to purchasers of his products that in the event the market price of the goods thereafter declined, the seller would refund an amount of money equal to the difference between the purchase price of such goods as were undisposed of at the date of price decline, and the price to which the goods had declined. There are many variations involving various factors as to time limit of the guarantee; guarantee against own price; against competitor's price; against general market price, and so on.

A "Trade Practice Submittal," it was explained by the Commission, was a meeting of a whole industry, or group of industries, in the presence of the Commission, to discuss the merits and demerits of business practices which have been generally complained of to the Commission, to the end that expert expressions of opinion by the industry as to the fairness or unfairness of various competitive methods be crystallized and recorded. The findings of the meetings are accepted by the Commission as the judgment of the trade as to a given practice.

The question of guarantee against decline in price has been the subject of so many complaints lodged with the Commission and opinions seemed so diverse that 2,000 questionnaires were sent out inviting purchasers, manufacturers, merchants, (wholesale and retail,) and consumers, to give their views to the end that every party at interest be adequately represented.

Hundreds of replies have been received and carefully digested. The result has been printed in pamphlet form. Certain non-committal replies and those favoring the practice with reservations are set out in separate groups. Of the replies, digests of which are printed, about 250 favor the practice and 150 oppose it, while a large number give qualified opinions.

A survey of the questionnaire answers show that more than 50 separate major lines of industry are represented. These include drugs, groceries, chemicals and dyestuffs, coffee, tea and spices, soaps, etc.

Sufficient preliminary data being available to form the basis of oral discussion, and in response to requests to hold meetings, the Commission has fixed October 5 as a date for public hearings and addressed a letter to interested parties inviting their attendance upon a conference at Washington. Referring to the questionnaire the Commission says:

"Through the generous cooperation of the various trade associations and of individuals in a wide range of industries, a gratifying volume of responses has been received.

These have been condensed as much as possible while preserving the spirit of the writer in each case. National associations and others have likewise taken referenda of their members. It is not unlikely that a further number of replies, the preparation of which may have been delayed for one cause or another, while in the Commission's hands in time for compilation before the trade practice submittal is held by the Commission, but it is doubtful whether replies received later than September 1 can be included in a later digest."

The Commission also says:

"If the practically unanimous opinion of the representatives of the business world condemns a given practice, the Commission receives that expression of the industry as being founded on expert knowledge and business experience with respect to the condemned practices, and likewise the sanctioning of a practice by the industry, even though the propriety of that practice has been questioned by application for the issuance of a complaint, is similarly regarded as being the expression of industry based upon experience and business judgment.

"Such a practically unanimous expression on the part of a representative body of an industry is given great weight by the Commission in considering such practices. It should be understood that it represents no decision or judgment on the part of the Commission and is in no sense binding upon any one not present at the meeting, nor indeed is it binding upon any one who is present at the meeting but who dissents from the majority opinion. The effect is that the weight of opinion of the industry has been communicated to the Commission and that thereafter the Commission will feel it to be its duty in case complaints are made to it of a continuance of the condemned practices, to issue its formal complaint, after inquiry and the public interest determined, in order that by means of a formal and orderly proceeding with an opportunity for subsequent court review, the judgment of the meeting may be subjected to the final test of the courts. Also in case of a division of opinion on any given practice, the Commission considers the question to be so much in doubt that it should be left entirely open to be challenged, if any one desires to challenge it, and made the subject of a more formal proceeding."

SOME VIEWS ON PRICE DECLINE GUARANTEES.

The Federal Trade Commission has made public some of the answers to its questionnaires asking opinions on guarantees against price decline. Among them are the following:

National Wholesale Druggists' Association:

"Opinion furnished by members of this trade expresses approval for following reasons: Encourages jobbers to carry adequate stocks, stabilizes relations between manufacturer and jobber and assures more continuous operation of factories, with resultant steady employment of labor. Manufacturer in touch with primary markets and able to closely estimate future condition. Jobbers' profit too small to permit assumption of possible loss. Approximately 70 per cent of goods handled by wholesale druggists subject to price fixed by manufacturer. Practice is aid to manufacturer in providing complete and quick distribution to consuming market. Do not believe guarantee results in higher prices. In cases of epidemic, if insufficient stocks in hands of jobbers, abnormal demand quickly drives up prices."

Smith, Kline & French Co., Philadelphia, Pa., wholesale druggists:

"To order discontinuance of practice would disarrange business and in some instances result in higher prices to consumers. Two cases in point as related to their business are here given: Naphthalene is purchased by them from the manufacturer under such guarantee, with the same protection extended by them to the retail dealer. If the manufacturer is not able in advance to calculate the annual volume of business, which cannot be assured without the price being fixed subject to guarantee, he will be obliged to curtail production, and the resulting shortage of this commodity will lead to a higher price, aside from the fact that a large part of the public demand will go unsatisfied.

"The second case cited is that of aspirin. Contracts made by this company with retailers for their aspirin requirements contain a guarantee clause and this has resulted in assuring adequacy of supply and fixed and favorable price to the consumer."

The Mennen Company, Newark, N. J., toilet articles:

"Guarantee as applied to undelivered portion of orders contracted for in advance of season enables jobber to figure

costs more accurately, stabilizes his business, keeps him out of the market in periods of shortage, prevents destructive fluctuations, and distributes carrying charges equitably. Under above guarantee, seller will know his volume of output, be able to reduce costs of operation by more even distribution of output, make production more uniform and less expensive, and reduce carrying charges and investment expense on account of storage facilities. Protects manufacturer against heavy orders when declines occur, with consequent shortages of materials. If guarantee goes to unconsumed material on former deliveries it invites a speculative element and brings higher costs, preventing natural reduction in prices. Under above practice, small operator does not operate at disadvantage with large operator, unless latter rebates for stock on hand. Wisdom of above contract was demonstrated to us during the war. Where we did not have such contract we were compelled to become speculators, not daring to wait or buy in normal quantities but entered the market during temporary breaks and bought large quantities, advancing the market for the next buyer.

"Guarantee upon single purchases or a series of single, unrelated purchases invites abnormal orders, creating a vicious circle of overselling, shortage of production, and higher prices not based upon normal consumption but upon speculative demand. To illustrate: Where a manufacturer makes 10 per cent on an article, the unit cost of which is \$1, and subsequent costs permit him to sell a similar article for 90 cents, with the same percentage of profit, if he rebates 10 cents on account of former articles sold, his profit is wiped out. Such guarantee tends to establish artificial prices and encourages the making of inordinate profits."

West Coast Soap Co., Oakland, Cal.:

"Have recently withdrawn such protection and believe practice should be prohibited by law. Encourages jobbers, at expense of manufacturers, to make heavy purchases with speculative intent, and the existence of such large stocks under guarantee acts as a partial bar to new enterprises coming into the market. This effect upon new enterprises constitutes stifling of competition."

IMPORTANT RULING RELATING TO STOCK DIVIDENDS.

No decision of the Supreme Court of the United States in recent years has been of greater importance to the interests of the country than that handed down in the case of *Eisner v. Macomber*. This decision has given rise to numerous inquiries as to just what stock dividends are, for the purpose of the income tax act, how they are to be determined and treated, and distinguished from other dividends.

The following rulings, embodies in Treasury Decision 3052, cover the questions which will most frequently arise and which are of widest interest to corporations and taxpayers generally:

Where a corporation, being authorized so to do by the laws of the state in which it is incorporated, transfers a portion of its surplus to capital account, issues new stock representing the amount of the surplus so transferred and distributes the stock so issued to its stockholders such stock is not income to the stockholders and the stockholders incur no liability for income tax by reason of its receipt.

Where a corporation, being thereunto lawfully authorized, increases its capital stock and simultaneously declares a cash dividend equal in amount to the increase in its capital stock, and gives to its stockholders a real option either to keep the money for their own or to reinvest it in the new shares, such dividend is a cash dividend and is income to the stockholders whether they reinvest it in the new shares or not.

Where a corporation which is not permitted under the laws of the state in which it is incorporated to issue a stock dividend, increases its capital stock and at the same time declares a cash dividend under an agreement with the stockholders to reinvest the money so received in the new issue of capital stock, such dividend is subject to tax as income to the stockholder.

Where a going corporation, having a surplus accumulated

in part prior to March 1, 1913, and being thereunto lawfully authorized, transfers to its capital account a portion of its surplus, issues new stock representing the amount so transferred to the capital account and then declares a dividend payable in part in cash and in part in shares of the new issue of stock, that portion of the dividend paid in cash will be deemed to have been paid out of the surplus accumulated since March 1, 1913, and is subject to tax, but the portion of the dividend paid in stock will not be subject to tax as income.

A dividend paid in stock of another corporation held as a part of the assets of the corporation paying the dividend, is income to the stockholder at the time the same is made available for distribution to the full amount of the then market value of such stock. This ruling is based upon the decision of the Supreme Court of the United States in *Peabody v. Eisner* (247 U. S. 347) which was not modified by the case of *Eisner v. Macomber*. If such stock be subsequently sold by the stockholder the difference between its market value at date of receipt and the price for which it is sold is additional income or loss to him as the case may be.

The profit derived by a stockholder upon the sale of stock received as a dividend is income to the stockholder and taxable as such even though the stock itself was not income at the time of its receipt by the stockholder. For the purpose of determining the amount of gain or loss derived from the sale of stock received as a dividend or of the stock with respect to which such dividend was paid, the cost of each share of stock (provided both the dividend stock and the stock with respect to which it is issued have the same rights and preferences) is the quotient of the cost of the old stock (or its fair market value as of March 1, 1913, if acquired prior to that date) divided by the total number of shares of the old and new stock.

MILLIONS REAPED IN DRIVE TO COLLECT TAXES.

Nearly four million dollars has been added to the revenues of the Government as the result of a special drive begun June 16 by the Bureau of Internal Revenue, as already mentioned in *THE AMERICAN PERFUMER* for the collection of delinquent sales and other miscellaneous taxes.

Reports for the seven weeks ended July 31 show that the largest single item was from the manufacturers' excise tax, amounting to more than \$2,000,000. This tax is on sales by the manufacturer of chewing gum, candy, toilet soap, toilet soap powders, and other commodities. The tax ranges from 3 per cent to 100 per cent. Collections of the tax on the sale of soft drinks, toilet and medicinal preparations, etc., amounted to approximately \$170,000.

The drive, which is still in progress, will reach every large city in the United States. It is being conducted by a force of special revenue officers cooperating under the direction of the collector of internal revenue in each district with assistant supervisors and field deputies. The investigating officers are armed by the Commissioner of Internal Revenue with authority to examine any books, papers, records or memoranda bearing upon the matters required to be included in the returns, and to summon for examination under oath any person having knowledge in the premises.

COMMERCE CHAMBER'S PLATFCRM APPROVED.

Overwhelming approval of a platform setting up twelve principles of industrial relations has been given by the membership of the Chamber of Commerce of the United States in a referendum vote, the result of which was announced today.

The vote taken was on the report of a special committee of the Chamber's board of directors. This report went deeply into the subject of the employment relation and recommended among other things recognition of the right of open shop operation and the right of employers and employees to deal directly with each other without participation by outside interests.

At the same time the Chamber's membership in another referendum vote has approved a report of its Committee on Public Utilities recommending that strikes by public utility employees should be explicitly prohibited and that tribunals should be created by law to adjudicate in decisions binding on both parties differences between public utilities corporations and their employees.

PREPARATIONS FOR THE HAIR

By DR. F. A. MARSEK

(Continued from Page 180, July, 1920.)

Belonging to the first group of hair preparations are furthermore all those products which are in fact neither to be regarded as what we commonly may call cleansing preparations nor curative remedies for scalp diseases. They are hair tonics, hair pomades, brilliantines, bandolines, hair curling preparations, hair oils, hair restorers and, finally, hair dyes.

The largest variety we doubtless find amongst the preparations which are generally termed hair tonics. They are actually supposed to be a combination of cleanser for the scalp and at the same time a stimulant intended to produce a fuller growth or aid in the cure of the common trouble of falling hair, thus serving as a remedy to a greater or lesser extent. Therefore, to compound such a preparation efficiently practically the same knowledge is necessary that we must possess to produce an efficient remedy for scalp diseases. For this reason it appears preferable to discuss this one product together with the actual scalp remedies rather than with those preparations which more or less may be regarded as merely cosmetics for the hair.

Of these the first mentioned above is hair pomade. Under this title we understand a product of fatty constituents intended for "fixing" the hair. It is more or less a preparation used by men rather than women. It has, however, in general, become somewhat old fashioned to use such means for fixing the hair, nevertheless every barber has a hair pomade on his shelf and it is still frequently enough found in the household, to make its discussion worth while.

To make one of the old-fashioned and really excellent pomades more skill and experience is necessary than may be suspected. For these pomades usually animal fats in their highest state of purification are employed as a base. Lard and tallow are the most suitable. On account of their proneness to become rancid it is necessary to preserve them well and the best method for accomplishing this is benzoinating the fats. The manner in which this is done is, I believe, well known. A description of the process may be found in the United States Pharmacopoeia or Dispensatory. The simplest method is to extend powdered or finely granulated gum Benzin enclosed in small bags of fine cheesecloth or similar suitable material into the melted fats, and keep the latter for several hours at an even temperature of about 40° C. Much simpler and perhaps as efficient for preservation is the use of salicylic acid. But before any of the fats can be used it is necessary to purify them thoroughly. This is accomplished by heating the fats to a fairly high temperature with a solution of common salt in water, and agitating the mixture. After several hours the natural separation of the fat from the aqueous solution is permitted and when this has taken place the purified fat is recovered by means of decantation.

To these fats, after they are benzoinated the necessary hardening agents are added, for which all waxes may be employed, such as beeswax, carnauba wax, ceresine, spermaceti, etc.

However as previously indicated such a pomade although excellent is now somewhat out of fashion on account of the more or less difficult method of preparation.

The up-to-date manufacturer finds the most suitable ingredient and most inexpensive basic material to be vaseline or petrolatum. The so-called cream white or light amber variety of it even saves the not very simple process of coloring. I say not very simple method of coloring; that is if vegetable colors which are most suitable are used such as for instance *radix curcuma* for yellow pomade or alcana root, for the red variety or the combination of both for the auburn shade. Of course to-day a vast variety of aniline dyes soluble in fats and oils are available which make the process of coloring quite simple and permit a great variety of attractive color shades to be produced.

Again a more or less old-fashioned but very efficient aid for the production of a very finely perfumed pomade is the use of exhausted flower pomade fats worked up with the base of the hair pomade. Of course few manufacturers will deem it valuable information to go into details about the use of such flower pomades for this purpose and were it only for the reason that few manufacturers of perfumery these day deem it at all an advantage to use such flower pomades, we regret to say, in their perfumes therefore have no exhaust fat available.

However this may be, we have to agree with the progressive manufacturer that to omit such exhausted pomades or animal fats means simplifying the process of manufacture, as both need good preservation and careful purifying to make them suitable, while the much used petrolatum is so much simpler and safer. About the difference in quality of course we would not quarrel.

Besides this basic fat and the waxes, of which ceresine is the most used because it is the cheapest, it is necessary, or at least strongly advisable, to incorporate rosin into the pomade. Beeswax for instance, is somewhat sticky and incorporated with animal fats with the addition of a little sesame oil (which, however, again is very subject to rancidity), it gives a pomade which answers the requirements in respect to its stickiness. A mixture of merely petrolatum with ceresine does not possess this property and therefore the addition of rosin is necessary to attain it.

The form in which such pomades are usually marketed is in sticks which are produced by means of molds. The process of molding is not a very simple one. Firstly only if the composition of the base is well balanced an attractive stick can be produced. Furthermore, great care has to be taken to have the pomade at the proper temperature when poured into the molds. If too hot a hole is formed in the center, and if too cold a smooth surface of the stick cannot be obtained. It is also necessary to use some lubricant on the molds before the pomade is poured as otherwise the sticks will adhere to the sides of the molds and will spoil when their removal is attempted. One of the most suitable lubricants is liquid soap. If thoroughly moistened the molds will readily give up the pomade sticks, and at the same time the surface of the sticks will be very smooth.

As perfume it is not necessary to use any of the odors which are usually employed and peculiar to hair preparations. Almost any odor may be used and we find very frequently hair pomades perfumed with all kinds of flower odors. Of course such perfume materials which produce

discolorations must be avoided as well as all those oils which are very easily affected by heat.

The pomade sticks are usually wrapped in tinfoil and may be put into a metal container with some mechanical device to allow the stick to be pushed out as it is used up.

Another one of the hair preparations which are principally intended for dressing the hair is brilliantine. We actually may distinguish three kinds of brilliantines, viz: oil brilliantines, so-called shaking-brilliantines and solid brilliantines. The oil brilliantines are usually made from olive oil, castor oil, peach kernel or sweet almond oil, and finally mineral oils. The process is very simple. Any of these oils or a mixture of two or more of them are merely colored and perfumed. Here also any odor, flower or bouquet may be used for perfuming the brilliantine. Flower odors are here even preferable as very good odors of fine character may be produced without running the risk that the odor of the base itself will interfere or destroy the fine character, such as is the case with stick pomades, where waxes, rosin, etc., are used as basic materials. A more difficult problem is the coloring of these brilliantines. Of course here also we may be using oil-soluble aniline dyes, but then great care must be taken to select such dyes which will not have any coloring effect upon the hair or scalp nor are poisonous, the latter because the scalp very frequently has slight injuries, such as scratches resulting from sharp combs, etc., which we may not even notice but yet which may serve as channels to allow the poison to enter the blood. The most preferable color in the writer's opinion is radix curcuma. If this coloring matter is used the old should be heated slightly and the root in powdered form extended into the warm oil in muslin or cheesecloth bags or it may be directly mixed with the oil, the mixture kept at a warm temperature and agitated for several hours. When sufficiently cooled down the perfume oils are mixed with it and the whole mixture filtered through paper. This will produce a very attractive shade of yellow and give an entirely clear oil. If a darker or a reddish shade is desired a little alcana root added to it and digested the same way will produce good results.

While speaking of liquid brilliantines one very rare variety may be mentioned which is made with diluted glycerine. This product, however, is seldom found on the market and is not very much liked by the public.

The so-called shaking brilliantine is a mixture of oil and alcohol. It has its name from the necessity of being shaken before using it. The same oils may be used as mentioned above for the oil brilliantines and the same process of coloring may be used. The bottles are half-filled with this oil, or a mixture of several of them, and filled up with any finished extract, that is a solution of perfume oils in alcohol. However, the extract must not contain any water whatsoever as this would result in the clouding of the brilliantine. This brilliantine will thus form two layers in the bottle which are supposed to be mixed before using by means of shaking and which will of course separate again when standing. This type of brilliantine has the advantage above the previously described type of containing alcohol which will firstly serve as a better medium for the incorporation of the perfume, secondly as an anti-germicide, and thirdly it will reduce the greasiness of the brilliantine, which is not always desirable to the extent as found in the oil brilliantines. Care-

fully operated and with well composed formulae very attractive preparations may be produced. Thus one can by coloring the oils with coloring matter insoluble in alcohol produce a brilliantine which will show one layer yellow while the other is left colorless or by applying the same principle to both, oils and alcohol, two different shades may be produced which on standing quietly will show a very nice color effect while when shaken up a beautiful florescence appears in the mixture.

(To be continued)

TALC MINING IN SOUTH AFRICA.

The mining of talc in South Africa appears to be a development of the war period, as little appears to have been done in this field prior to 1913, says Trade Commissioner R. A. Lundquist. Even then it appears that the early mining was for gold with talc as a by-product. The production for recent years is as follows: 1913, 1 ton; 1915, 44 tons; 1916, 132 tons; 1917, 785 tons; 1918, 670 tons and 1919, 757 tons. In addition to this raw talc production the mines have turned out a considerable amount of manufactured talc goods, totaling 412 tons in 1917.

The more important districts in which talc is found are the Barberton district, the Krugersdorf district of the Transvaal, in Zululand, and in Southern Rhodesia. The more important of the above is the Barberton district, though it is said that some very fine foliated talc is found in Southern Rhodesia. The area over which talc is known in the Barberton district is about 10 miles long and averages about a mile in width, and the deposit occurs in the form of nearly vertical bands up to 15 feet in thickness. It is said that the talc reserves in the Barberton district are enormous and if properly developed should yield a large tonnage available for export.

At present there are only about three producing talc mines in the Union: These are the Verdite mine, James-town, Barberton, Transvaal; the Scotia talc mines, Joe's Luck, Barberton, Transvaal and the mines of B. R. Berrett, Greytown, Natal. The first two mines are the principal producers, and operate in the district between James-town and the Sheba Valley.

The Verdite mine and the Scotia talc mines each have a plant capable of dealing with 200 tons per month, though it is understood that recently the latter mine has developed its plant capacity to a point where it can turn out as much as 1,000 tons per month.

The talc is locally prepared along the lines of the French system, using a disintegrator of the "cyclone" type, with a fan separator.

The local demand for talc is not great, and both the Verdite mine and the Scotia talc mines have large surplus outputs available for export. For crushed massive talc a recent quotation was £6 5s. per ton of 2,000 pounds, f. o. b. Delagoa Bay, for orders of not less than 200 tons.

A New Enfleurage Process.

Verley has patented a process for the extraction of perfumes from flowers, in which wood or animal charcoal is used as the absorbent instead of fat, as in the ordinary enfleurage processes. The chassis are charged with the charcoal in very fine powder and absolutely dry, and the flowers spread upon the charcoal and changed until the charcoal is saturated with the perfume. This is then washed with alcohol in the usual manner, and the filtrate contains the perfume, just as is the case with fat enfleurage. We should have thought that the oxidising power of charcoal, by which colored solutions are so effectively discolored, would have caused some alteration in the perfume, but apparently the patentee does not consider this to be the case.—*Oil and Color Trade Journal*.

BABSON GIVES ADVICE ON THE BUSINESS OUTLOOK

Roger W. Babson, the noted statistician and expert, in his current commercial outlook, gives the following survey of business conditions, present and future, based upon thorough investigation and careful observation of the field:

Commodity Prices this Autumn—The decline in commodities will be spotty. As we explained previously, we shall have sharp declines in certain commodities while others continue at high levels. There is a definite reason for this. Inflation of credit and currency not only exists, but may even increase farther. Before the autumn is ended the amount of currency in circulation and bank notes is likely to be decidedly greater than now. As everybody knows, such inflation is a factor for higher prices. On the other hand, certain industries have become so far overextended, both in production and in credit, that the tightening of money is forcing them to liquidate. *While currency and credit inflation tend for high prices, commodities connected with industries which are pinched for credit must drop. Thus we have the peculiar situation of extreme weakness in certain goods, coincident with continued high prices for other commodities.*

For years to come monetary inflation will tend to keep the general price level higher than it was before the war. During the years 1915 to 1917 almost every fluctuation in the amount of currency was reflected a month or two later in the commodity price line. Whenever a government loan was issued, entailing an expansion in currency, prices almost immediately moved up to a higher level. We know that while currency expansion continues the tendency will be against a radical decline in the *average level* of commodity prices. When measures are taken to curtail monetary inflation, a reduction in the general price level will result. During the last two months, exportation of gold has brought about a temporary reduction in circulation. There also has been a corresponding dip in commodities.

If conditions are to be as above outlined, why must we guard against a drop in prices? *The reason is that certain industries have become so far expanded, both creditwise and in the production of their goods, that liquidation in these special lines is unavoidable.* In most cases their difficulty is largely due to curtailed demand, because of the exorbitant prices of their goods. *Because of lack of money both producers and dealers are now unable to support the market for their products by withholding them from sale.* The next business depression will start from the accumulation of industries which get into such an over-extended condition.

During the next few months it will do little good to study the average trend of all commodities. Watch, instead, the trend of the specific commodity in which you are especially interested. If the recent drop has caught you with a large stock of high priced goods, it is poor consolation to know that the general average of all commodity prices has only declined a few points. Remember also that commodity prices are entirely relative. *Prices are high or low only in comparison with prices of other goods.* In very few commodities shall we probably see prices as low as they were before the war, and still the declines which do occur may be serious enough to put firms out of business. *A 20% drop in some things may be disastrous, although they may have advanced 100% over pre-war levels.*

During this autumn we expect to see food prices continue high, except for the usual seasonal dip which always comes

at harvest. Aside from clothing there may not be any noticeable declines in the other items which directly enter into the cost of living. Rent and fuel may even be higher. The several price indexes which represent all classes of commodities may hold up nearly to present levels. Certain individual commodities, however, which are in an overextended market condition will drop. The recent experience of silk, wool, leather, will be duplicated in other lines as the credit strain increases. *Be on your guard! Neither the influence of inflation nor any other economic factor can prevent liquidation in certain lines of business during the next few months!*

Will the Railroad Rates Boost Prices?—How much will the new railroad rates be reflected in price—first, of commodities; second, of railroad securities? Taking the country as a whole the increase will amount, on an average, to about 30% in freight and 20% in passenger rates. *The majority of people have an idea that this boost in freight rates will make a considerable advance in commodity prices. In most cases, however, the item of transportation is a very small proportion of the total cost.* The following are a few examples:

The present rate of first-class freight from Boston to Chicago is \$1.12 $\frac{1}{2}$ per 100 lbs. On this route the advance will be 40%, which is an increase of 45c per 100 lbs. Thus, on a case of 24 pairs of shoes weighing 75 lbs. the freight increase would amount to only about 1 $\frac{1}{2}$ c a pair. On a case of 20 men's suits weighing 100 lbs. from Chicago to Boston the increase in rates would amount to less than 2 $\frac{1}{4}$ c a suit additional. A carload lot of sugar from Boston to Chicago would cost about 18c more per 100 lbs., as the result of a 40% increase in fifth-class freight. Fresh dressed beef in Boston from Chicago would cost about 28c more per 100 lbs., flour about 11c more per 100 lbs. Some items, of course, are more affected than those above mentioned. For example, *an average increase of not over 4% in building costs would seem ample to cover the effects of the new freight advance.*

Higher freight rates sound like a good argument for putting up prices, but in most cases they are a relatively small item. In pointing out these facts, we are referring to the average case, but we urge readers also to look into the effects which the freight increase may have upon their own particular business.

Credit Men! Watch Commodities—There will be many failures between now and January 30. In our previous reports we have pointed out the credit prospects in general. At this point in the business cycle it is always necessary to prepare for an increase in failures and greater collection difficulties. Tight money and falling prices always make adverse credit conditions. *All lines of industry, however, are not affected at the same time. Failures follow the line of falling commodity prices.*

In the period ahead we shall see a general downward trend in commodities as a whole, but some commodities will drop before others and to a greater degree. We have already seen the bottom fall away from a few basic commodities, although others continue at high levels.

In every line in which a sharp price decline takes place, there is sure to be a series of failures. Many concerns which deserved an A1 rating while prices were going up, must be carefully watched when the market value of the goods they make or handle starts to drop.

PHILIPPINE ESSENTIAL OILS

By ARSENIO N. LUZ, Commercial Agent of the Philippine Government and Manager New York Agency

Specially written for this journal.

The Philippine Islands are especially rich in plants which produce essential oils. Not until recently were these plants given considerable attention and are now becoming the basis for new industries. Among the essential oils producing trees noted for the fragrance of their flowers the better known are the ylang-ylang, champaca, lemon-grass, vetiver, cinnamon, ginger and orange. Several of these are used in the perfume industry and others in the manufacture of non-alcoholic beverages and fruit flavors.

Ylang-ylang.—The flower of the ylang-ylang is peculiarly a product of the Philippines. The oil distilled in other tropical countries prepared from the same flower is inferior in quality.

Ylang-ylang oil is obtained by steam distillation from the flower of *Canangium Odoratum* Baill. The industry is rapidly increasing in magnitude, as perfumers are now using this fine oil in an increasing number of products. The best quality of ylang-ylang oil brings as high as \$100 per kilo; while the lower grades are sold as low as \$15 to \$35 per kilo.

The distillers do not own the ylang-ylang tree groves. Flowers are bought from the planters in the region around Manila. Because of the great demand for the flowers, keen competition among the distillers is occasioned, resulting in the high cost and poor quality of the product.

The flowers are usually picked in the night and are collected in small lots in the morning by native workers, who deliver them to the distilleries. The price of ylang-ylang flowers in Manila varies from 10 to 20 cents per kilo. It requires about 350 kilos of flowers to produce one kilo of first class oil. Thus one kilo of the oil will cost around \$57.50.

Large numbers of ylang-ylang trees grow in the provinces of Camarines, Mindoro, Albay and Bohol. There is a general impression in Manila that the provincial flowers are inferior to those gathered around Manila. The opinion is largely due to the lower quality of the provincial oils caused by poor distillation. The next advance in the industry will be the installation of first class apparatus and the introduction of correct distillation methods in the provinces.

Champaca.—Champaca is a flower-bearing plant cultivated in the Philippines chiefly for its flowers. The plant may be counted upon to bear flowers five years from the date of planting. The plant bears flowers once every year for a period of three months. During this period the plant can have a daily yield of five cents worth of flowers, so that for one year each plant gives an income of \$4.50. This is the minimum yield of the plant.

There are two methods of planting champaca, namely, the square system and the quin-cux system. By the first, it has been approximately estimated that 176 plants can be planted in a hectare. By the second 220 plants can be planted in the same area. The difference between the two systems lies in the fact that, by the first, the plants are planted in a square plot of 6 to 8 meters, the plants being planted in every corner. In

the second system one more plant is added in the center of the plot. The first system is considered to be more advantageous than the second because other catch crop may be planted.

Taking 200 as the average number of plants to be planted in a hectare, 10 hectares of champaca will give a minimum \$900.

The following approximate valuation per hectare shows the profit which may be derived from the champaca industry:

200 plants yielding \$4.50 each.....	\$900.00
Production of inter-cropping.....	36.00
 Total	 \$936.00
Preparation (306 hours).....	35.50
Planting	31.00
Cultivation (including catch crop).....	57.50
Harvesting	6.50
Land rent	17.50
1 Carabao	75.00
Tools and implements	25.00
Plant (200 at 2½c each).....	5.00

Total expenses

253.00

Net gain per hectare in one year.....

\$683.00

The Champaca Oil.—Champaca oil has a slight resemblance to that of ylang-ylang, and like the latter, contains benzoic acid.

Champaca flowers are of two kinds—white and yellow. So far the oil from the yellow champaca has been the only one worked out. Investigation showed that the yield appears to be over 0.2 per cent. The crude oil was separated from a large amount of crystalline solid. This was filtered and an additional quantity of it was again separated by the addition of ether in which the solid is quite insoluble. The remaining oil, after standing for some weeks in the laboratory, continued to solidify until it gradually became semi-solid. The second solid which was separated was amorphous and appeared to be resinous in nature. If this semi-solid extract is treated with 70 per cent. alcohol, about half of it separates in the form of the amorphous, brown odorless body. This was a brown oil which had a very fine odor of champaca and was readily soluble in 70 per cent. alcohol or stronger.

Lemon Grass Oil.—Lemon grass (*Amdropegon citratius* BC) is cultivated in a small scale but usually grows wild in all parts of the Islands, being quite abundant in the highlands of Benguet. No commercial distillation of the oil is carried on at the present time. This is known as "tanglad" in Tagalog, while the Spanish name is "Paja de Mecca." It is cooked with stale fish to improve the taste and is used as flavor in wines and various sauces and species. It is also used medicinally, when applied to the forehead and face as a cure for headache, when an infusion is held in the mouth to alleviate the suffering of toothache, and also for baths and fomentations.

This plant grows quickly, the first returns coming in about six months after planting. On the virgin soils of the Philippines it grows luxuriously without any cultivation or care. It is strongly recommended as a catch crop to help pay the plantation expenses until the

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lower growing staple crops are ready to be harvested.

About 300 kilos of lemon grass yield one kilo of oil. Under normal conditions an annual yield of 8,000 ounces of oil per acre can be reckoned upon. The grass grows twice a year. Four hundred and ninety-six pounds of fresh lemon grass yield one pound of crude oil. The annual yield per acre amounts to about 20 pounds of crude oil. The grass is cut three to four times per year. The average yield per acre is 49 quarts of lemon grass oil. One acre yields 100 quarts of oil. From thoroughly dried leaves which had lost 70 per cent. of their original weight, 8 to 8½ per cent. of oil can be obtained, while the leaves distilled immediately after the harvest yield in the rainy season 2 per cent. and in the dry season 5½ per cent. oil.

Experimental plots of this plant have been made, one at Singalon, Manila, which has at various times had abundant applications of fertilizers, and another at Lamao, Bataan, on unfertilized virgin soil. The results obtained show that young leaves contain a higher percent of oil than the old ones; three cuttings per year will give better results than two, and that a yield of from 240 to 300 kilos of oil per hectare can be obtained on good soil in the Philippines. Considering that the demand for this oil is increasing, lemon grass should be considered as a possible catch crop for the few years of new Philippine plantations.

Vetiver.—Vetiver is a native Philippine plant and is found wild and very abundantly in all parts of the Archipelago. It is identical to the khus-khus of India. The roots are usually laid in with clothing to impart to it a pleasant odor. It can be secured in all large public markets at 7½ to 12½ cents per kilo. The natives term the roots moras or *raiz de moras*. The yield of roots from various sources and especially the percentage of oil obtainable from them have been very variable. The grass promises to be very profitable in the Philippines. One kilo of the good quality of oil extracted from this plant is valued at \$50 to \$100. Distillation at the present time is carried on in Europe from roots shipped principally from India. The plant offers great possibilities in the Philippines, either for the distillation of the oil or for the export of the dried roots.

Experiments have shown that the proper time for harvesting is about three months after planting, at which time the yield of roots is not very heavy. Roots can conveniently be harvested by washing away the soil with a stream of water, catching detached rootlets with a coarse screen. One hundred plants treated in this manner can give 60 kilos of roots. One hundred plants at Paranaque in a sandy beach soil gave 23 kilos of roots. The latter were presumably three to four months old and contained a large percentage of oil.

Cinnamomum Mercadoi Vid.—This is a large tree, called "Calingag" by the Tagalogs, and is widely distributed throughout the Philippine Islands. It is found mostly in the provinces of Davao, Rizal, Pampanga, Bataan, Camarines and Tayabas. As many as 150 trees of *Cinnamomum Mercadoi Vid* have frequently been noted in one hectare of land, and quantities of the bark sufficient for commercial utilization could be obtained. Twenty-five kilos of bark from the Lamao region, Bataan province, when ground and distilled with steam, gave 260 grams of a light yellow oil. The oil had an

odor like that of sassafras. Older accounts from Philippine travelers speak of *Cinnamomum zeylanicum* nees as occurring in Mindanao. American planters state that the true cinnamon occurs in some quantity in the region back of Davao, and that a small amount of trading in it is carried on among the natives.

Ginger.—The ginger plant is found in all parts of the Philippines. It is cultivated in small patches for use as a condiment for food. No exportation of this product from the Philippines has as yet been recorded. Two experiments of distilling native ginger roots showed, first, that 50 kilos of the chopped roots produced 25 grams of oil; and, second, 132 kilos produced 95 grams of a light yellow oil which has the odor of ginger and also a strong smell much like that of orange-peel oil.

The most favorable soil adapted for ginger is sandy loam which is also chalky. It is grown exclusively from pieces of rhizomes which are kept in dry places and which, shortly before sowing, are cut up in bits from 2.8 to 5 centimeters in length, and each piece must have at least one bud. The fields are laid out in the same manner as a potato field, most suitably with ridges of 30 centimeters and furrows of about 88 centimeters in width. The pieces of tuber are placed on the ridges in holes about 7 to 10 centimeters deep, and 25 to 30 centimeters apart, which are well filled up with earth to prevent the tubers lying in the holes from decaying. The harvest commences when the parts which are above the ground are withering, which is usually the case after nine to eleven months.

The yield from a ginger field amounts to about 1,100 to 2,200 kilos per hectare. The high prices of ginger assure considerable profit of the yield per acre, but the cultivation requires much manual labor, which makes it expensive; moreover, ginger plants immediately exhaust the soil, so that repeated cultivation on the same soil is only possible with a considerable amount of fertilization.

Orange.—According to Mr. Wells, Chief of the Organic Chemistry Division, Bureau of Science, Manila, P. I., oil can be obtained by proper distillation from all varieties of oranges produced in the Philippines. No attempt has as yet been made to distill oil from this fruit in commercial quantities.

Conclusion.—The Philippine Islands, rich as they are with plants producing essential oils, have heretofore been inactive in the way of extracting these oils in commercial quantities. But they are now fast learning the commercial value of these plants. They have recently been proposing, and are now taking steps towards the establishment of essential oil factories. In order, however, to give more care to the cultivation of these plants and to promote this industry, there must be a sure market for these products, local and foreign.

Feel It Is "One of the Family."

(From The Pennell Co., manufacturers of medical and toilet specialties, Tewksbury, Mass.)

We are pleased to hand you herewith our check for two dollars to cover our subscription to THE AMERICAN PERFUMER for the ensuing year.

We enjoy its monthly visits very much and have come to feel that it is "one of the family."



Flavoring Extract Section

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

Despite the warm weather there has been no let up in the activities of the officers and committeemen of the Flavoring Extract Manufacturers' Association during August. Brief vacations have not been allowed to interfere with the enthusiastic men who are looking out for the welfare of the industry. From all quarters come enthusiastic comments on the benefits derived from the eleventh annual convention held in Springfield, Mass., July 7, 8 and 9, the same having been reported in our last issue. It was agreed on all sides that the report of the Research Committee, which was not available for publication in full, was worth many times the cost of membership, and as one new member remarked:

"I am mighty glad I joined the F. E. M. A. I would not have missed that Research Committee report for anything and there were lots of other good features. Men in our industry on the outside do not know what they are missing. Every firm in the industry ought to follow my example and get in out of the rain as soon as they possibly can."

The complete minutes of the convention will be available soon for members, and flavoring extract manufacturers who are not in the association should get in their applications quickly so they can get the benefit of reading what was done at the convention. President Joyce has announced the new committees, which include the Membership Committee, and furnish names and addresses for applicants to write to.

Here are President Joyce's 1920-21 committees:

SCIENTIFIC RESEARCH COMMITTEE.

F. L. Beggs, Chairman, Styron-Beggs Co., Newark, O.
John L. Clawson, The Clawson Co., Philadelphia, Pa.
F. M. Boyles, McCormick & Co., Baltimore, Md.
G. H. Redmond, Sherer-Gillett Co., Chicago, Ill.
B. H. Smith, Garrett & Co., Brooklyn, N. Y.

MEMBERSHIP COMMITTEE.

Gordon M. Day, Chairman, Day-Bergwall Co., Milwaukee, Wis.
W. H. Hyde, Abner Royce Co., Cleveland, O.
M. B. Zimmer, Chicago, Ill.

LEGISLATIVE COMMITTEE.

R. H. Bond, Chairman, McCormick & Co., Baltimore, Md., and the State Committeemen.

PUBLICITY COMMITTEE.

Geo. H. Burnett, Chairman, Joseph Burnett Co., Boston, Mass.
W. H. McCormick, McCormick & Co., Baltimore, Md.
C. F. Sauer, C. F. Sauer Co., Richmond, Va.

TRADE INTEREST COMMITTEE.

R. H. Heekin, Chairman, Heekin Spice Co., Cincinnati, Ohio.
G. C. Davis, Davis Mfg. Co., Knoxville, Tenn.

F. A. Ross, Stickney & Poor Spice Co., Charlestown, Mass.

TRANSPORTATION COMMITTEE.

S. J. Sherer, Chairman, Sherer-Gillett Co., Chicago, Ill.
C. L. Newton, Newton Tea & Spice Co., Cincinnati, O.
L. B. Parsons, Seeman Bros., New York, N. Y.

COST COMMITTEE.

F. P. Beers, Chairman, C. L. Cotton Co., Earlville, N. Y.
C. F. Sauer, C. F. Sauer Co., Richmond, Va.
J. L. Clawson, Clawson Co., Philadelphia, Pa.
R. E. Heekin, Heekin Spice Co., Cincinnati, O.
T. W. Carman, Baker Extract Co., Springfield, Mass.

INSURANCE COMMITTEE.

C. W. Jennings, Chairman, Jennings Mfg. Co., Grand Rapids, Mich.

COMMITTEE ON HOW TO INCREASE SALES.

R. E. Heekin, Chairman, Heekin Spice Co., Cincinnati, O.

STATE COMMITTEEMEN.

California: Paul Rieger, Paul Rieger Co., San Francisco.
Illinois: A. W. De Latour, Jewel Tea Co., Chicago.
Indiana: Geo. H. Lynas, J. B. Lynas & Son, Logansport.
Iowa: J. F. McFadden, McFadden Coffee & Spice Co., Dubuque.

Louisiana: H. R. Stevens, Crescent City Carbonate Co., New Orleans.

Michigan: H. L. Jenks, Jr., Foote & Jenks, Jackson.

Minnesota: Wm. McMurray, Wm. McMurray & Co., St. Paul.

Maryland: R. H. Bond, McCormick & Co., Baltimore.

Massachusetts: Geo. H. Burnett, Joseph Burnett Co., Boston.

Missouri East: Dr. C. E. Caspari, F. W. Chamberlin Co., St. Louis.

Missouri, West: S. W. Noggle, S. W. Noggle Wholesale & Manufacturing Co., Kansas City.

New Jersey: F. S. Muchmore, Hallock-Denton Co., Newark.

New York, South: Fred S. Rogers, McMonagle & Rogers, Middletown, N. Y.

New York, North: F. J. French, The R. T. French Co., Rochester.

Ohio, North: W. H. Hyde, Abner-Royce Co., Cleveland.

Ohio, South: C. L. Newton, Newton Tea & Spice Co., Cincinnati.

Oregon: C. C. Richard, Closset & Devers, Portland.

Pennsylvania, East: S. F. Irwin, L. H. Parke Co., Philadelphia.

Pennsylvania, West: J. L. Klingensmith, Pittsburgh Food Products Co., Pittsburgh.

Tennessee: G. C. Davis, Davis Manufacturing Co., Knoxville.

Virginia: B. J. Fishburne, S. P. Hite Co., Roanoke.

Washington: J. W. Kahle, Crescent Mfg. Co., Seattle.

Wisconsin: C. E. Easton.

Canada: W. M. Shirriff, Imperial Extract Co., Toronto.

Information in Other Departments.

Readers of the FLAVORING EXTRACT SECTION are advised that items of interest to them may be found in our Trade Notes pages, as well as in Patents and Trade Marks, and other departments of THE AMERICAN PERFUMER.

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SODA WATER FLAVORS MANUFACTURERS.

G. J. Hurty, of Indianapolis, president, and Thomas E. Lannen, of Chicago, secretary and attorney, together with the legislative committee of the National Association of Manufacturers of Soda Water Flavors, have been active this month in looking out for the interests of the members. Secretary Lannen has collected information about the bills introduced in the various legislatures and other subjects and has transmitted it promptly to the members.

RAID ON ALCOHOLIC EXTRACTS.

Stonewall Jackson Yeatman and Mrs. Sarah Wilson Lupton, members of a firm known as the Razo Manufacturing Co., were arrested on Federal warrant recently and charged with violation of the prohibition laws, when the company's plant at 308 Tenth street, Washington, D. C., was raided by internal revenue officers and police agents. Five barrels of alcohol and large quantities of extracts were seized by the authorities, as were the concern's books and records.

Yeatman stated that he was engaged in the manufacture of extracts which, while they contain 90 per cent alcohol, are intended for use in the preparation of cooked food and not for beverage purposes; and that his products are so labeled. When told that such extracts were being sold by the drink in nearbeer saloons and such places, Yeatman denied that he was selling them for that purpose, stating that they must have been purchased through wholesale grocers and diverted to misuse as beverages.

The authorities contend that Yeatman made the mistake of marketing his products in pint and quart bottles, whereas other manufacturers of flavoring extracts for culinary purposes put them up in 1, 2 and 3 ounce bottles.

Dr. W. C. Fowler, Health Officer of the District of Columbia, stated that alcoholic extract sellers could not be prosecuted under the food law.

"Under the first reading of the food and drugs act," he declared, "we believed we would be able to prosecute on account of failure to label alcoholic contents. But we find that this ruling applies only to drugs. After a careful reading of the law, District Attorney Arth and I reached the conclusion that prosecution under the food and drugs act would avail nothing, since foodstuffs do not necessarily have to be labeled in the manner of drugs."

So the prohibition law was invoked for a test case.

Meanwhile the Federal Food authorities prosecuted Yeatman et al., and they were fined \$25. (See decision 7,166 in another column for selling adulterated and misbranded lemon extract.)

Foreign Trade in Beans and Extracts.

Eleven months' imports of dutiable vanilla beans into the United States in the 11 months ending in May, 1920, amounted to \$980,026, an increase over the previous similar period of \$220,416.

Flavoring extracts exported in the same period amounted to \$1,315,604, an increase of \$481,013.

From the port of New York in June the following flavoring extract exports were made: To Belgium, \$110; France, \$112; Netherlands, \$32; Norway, \$37; Scotland, \$75; Bermuda, \$223; British Honduras, \$132; Costa Rica, \$241; Guatemala, \$91; Honduras, \$1,072; Nicaragua, \$28; San Domingo, \$2,387; Salvador, \$1,414; Mexico, \$1,904; Newfoundland, \$713; Barbados, \$366; Jamaica, \$356; Trinidad, \$49; other British West Indies, \$678; Cuba, \$14,233; Danish West Indies, \$97; Haiti, \$958; San Domingo, \$1,226; Argentine, \$533; Brazil, \$1,312; Chile, \$63; Colombia, \$2,786; Ecuador, \$204; British Guiana, \$36; Peru, \$3,497; Uruguay, \$60; Venezuela, \$727; British India, \$452; Japan, \$136; Turkey in Asia, \$100; New Zealand, \$583; Philippine Islands, \$17; British South Africa, \$16; Canary Islands, \$2; total, \$38,007.

AMERICAN SPICE TRADE ASSOCIATION.

In our last issue brief reference was made to the meeting of the Spice Grinders' Section of the American Spice Trade Association at Springfield, Mass., in connection with the Flavoring Extract Manufacturers' Association. George H. Carter, of the D. & L. Slade Co., chairman of the Section, presided at the meeting, with H. W. Madison, of the Widlar Co., as secretary. Others present were: Charles D. Joyce, of the A. Colburn Co.; W. M. McCormick, R. H. Bond and N. R. McVeigh, of McCormick & Co.; R. E. Heekin, of the Heekin Spice Co.; S. J. Sherer, of the Sherer-Gillett Co.; F. A. Ross, of the Stickney & Poor Spice Co.; J. L. Clawson, of the Clawson Co.; F. J. French, of the R. T. French Co.; Charles L. Newton, of the Newton Tea & Spice Co.; H. B. Gwynn, of the W. H. Crawford Co.; Sidney Bird, of the John Bird Co.

On motion it was resolved that brokers and importers be asked to state in their contracts that all spices and other produce comply with the United States food law standards, and if any merchandise must be recleaned and repicked so as to comply with these standards the expense and loss in weight be for the account of the seller.

Other resolutions adopted thanked the members of the Section who had reported to the chairman their manufacturing and packing costs and urged the importance of other grinders sending in similar reports; declared that the chairman of the Section should also be an ex-officio member of the Board of Governors of the American Spice Trade Association and that the Section should be represented on the Arbitration and Contracts Committee; recommended that importers and brokers incorporate in contracts the provision that all goods be sold f. o. b. New York, in place of ex-store, ex-dock and ex-steamer, and that the invoice be that of date of shipment and not date of sale; urged that the question of actual tare allowance on seeds, herbs and other goods now sold gross for net should have consideration immediately.

The Section went on record as condemning the Haugen bill and endorsing the Calder bill in Congress and a legislative committee was appointed to carry out this action.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

FEDERAL.

Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 7,051 to 7,250 inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the following are of interest to our readers:

7,052. Misbranding of lemon flavoring substitute and vanilla flavoring substitute and adulteration and misbranding of vanilla flavoring. Plea of guilty. Fine, \$50. An aqueous solution of vanillin and coumarin artificially colored, had been substituted in whole or in part for vanilla flavor, which the article purported to be.

7,063. Adulteration and misbranding of lemon extract. U. S. . . . v. 360 Dozen Bottles of Lemon Extract. Heard by the court and a jury. Verdict for the Government. Default decree of condemnation, forfeiture, and destruction. It contained no lemon oil, but contained 0.06 [per cent] citral, alcohol 45 per cent, and was artificially colored with tartrazine.

7,085. Adulteration and misbranding of santal oil. U. S. . . . v. 50 Boxes of Santal Oil. Default decree of condemnation, forfeiture, and destruction. Did not comply with U. S. P.; 68 per cent consisted of non-volatile oil, chiefly cottonseed oil.

7,085. Adulteration and misbranding of santal oil. U. S. (Continued on page 223)

MANUFACTURE OF EMULSION FLAVORS

By MELVIN DeGROOTE

(Continued from Page 174, July, 1920.)

Emulsions prepared according to the following formulas and compared with formula three will illustrate this point:

FORMULA NUMBER SEVEN.

One and one-half ounces powdered gum tragacanth.
Three ounces powdered whole milk.
One hundred ounces oil of lemon.
Fifty ounces chemically pure glycerine.
Fifty ounces distilled water.
The milk is mixed with the gum, and the emulsion is prepared as in formula number three.

FORMULA NUMBER EIGHT.

One and one-half ounces powdered gum tragacanth.
One-half ounce best edible egg albumen.
One hundred ounces oil of lemon.
Fifty ounces chemically pure glycerine.
Fifty ounces distilled water.

The albumen is mixed with the gum and the emulsion is prepared in the same way as in formula number seven.

It is interesting to note that the use of gum acacia and gum tragacanth together is more likely to cause the emul-

One hundred ounces oil of lemon.

Fifty ounces chemically pure glycerine.

Fifty ounces distilled water.

The gums are mixed together and emulsified as in formula number three.

Figures V and VI shows the size of droplets in emulsions prepared according to formulas number one and two. The small size of the oil drops in the acacia may explain one reason why this type of emulsion is so often employed in pharmacy. It will be seen that the same magnification does not show the smaller drops in formula number two as distinctly as the relatively large drops in number one or number three.

Remarkable as it may seem at first thought, the difference in specific gravity between the dispersed phase and dispersing phase has very little effect on the stability. Naturally, if the oil and the gum solution had the same specific gravity, there would be no tendency for the oil to rise to the surface. If an emulsion is prepared according to formula number three and another in which the glycerine is replaced by water, it will be found that, in the latter case, there is less difference between the specific gravities of the

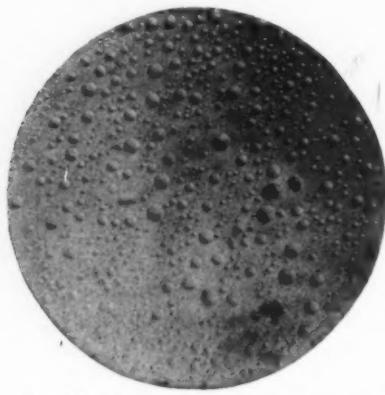


FIG. V.—MAGNIFICATION 60 DIAMETERS

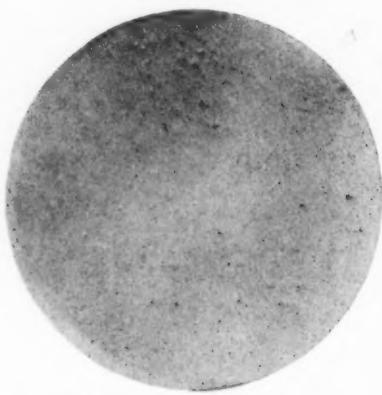


FIG. VI.—MAGNIFICATION 60 DIAMETERS

sion to break than to stabilize it. For instance, if an emulsion is prepared according to formula number one it may be thinned to some extent with more water. If, after adding the four ounces of water specified in the formula, four ounces more are added, it will be found that the emulsion is considerably thinner, but that the oil of lemon rises toward the top on standing. It might be assumed that if, instead of adding water, a one and one-half per cent solution of gum tragacanth were added, this difficulty would be overcome. This is not the case. However, the use of the gum makes an emulsion that is more viscous, but it is not permanent.

The same thing is true if an attempt is made to improve formula number three by the use of an addition of gum acacia. The following formula will illustrate this point:

FORMULA NUMBER NINE.

One and one-half ounces powdered gum tragacanth.
Three and one-half ounces powdered gum acacia.

two phases, but the emulsifying action of the glycerine more than counteracts the increased density.

The method of manipulation is very important. The best results are usually obtained by intimately mixing the emulsifying agent and the substance that is to be the dispersed phase, and then adding the water or dispersing phase. In gum emulsions, for example, it is preferable to mix the gums with the essential oil, and then add the glycerine and water all at once. An attempt to prepare a mucilage from the gum and water or glycerine, and then incorporating the oil, usually proves to be a flat failure. The oil does not wet the mucilage and it is difficult to obtain a contact, so that agitation will rend apart the oil drops. However, it is known that when the oil is added to the gum, the oil does wet the gum, and likewise the same gum is capable of being wetted by water. Therefore, when water is added to the oil-gum mixture, an initial emulsion is formed almost instantly at the contact surface. It is generally desirable to

add the dispersing phase all at one time, although many manufacturers prefer to add the water solution in small portions. It has been previously noted that, in a way, this is comparable to adding all the water and agitating, then allowing the emulsion to rest and agitating again. Beyond a doubt the appearance of an emulsion is sometimes improved by adding approximately half of the dispersing phase and emulsifying, and then slowly adding the other half. This may be illustrated by the following formula:

FORMULA NUMBER TEN.

Four ounces finely powdered gum acacia.
Eight ounces oil of lemon.
Six ounces distilled water.
Six ounces chemically pure glycerine.

This may be mixed in the same manner as in formula number one. However, if just half of the water and glycerine is added, and the mixture is then emulsified, and the remainder is added and mixed in, it will be found that the emulsion will have a smoother appearance, but may not necessarily be more permanent.

The temperature at which emulsions are mixed is an interesting factor. In pharmaceutical emulsions, especially those where fixed oils are emulsified, it will be found that cooling the mixture accelerates the formation of the emulsion. This may be explained in part, at least, by the fact that the viscosity of the oil has increased by cooling, and that it is less mobile—hence more readily disrupted and subdivided. In emulsions in which a soap acts as the emulsifying agent, it will be found that heat aids considerably in the formation of the emulsion, but that it is more apt to break afterward. This is often the case in the manufacture of soap liniments. It has been shown that, to produce a satisfactory emulsion, it is essential that the colloidal substance dissolve—break down into an infinitely large number of particles in a manner similar to prolonged grinding—and thus give a surface attraction effect. It is also known that gums usually dissolve or swell up more readily in hot water than in cold. This would lead one to expect quicker emulsification with a hot dispersing phase than with a cold one. If in formula number three the glycerine and water are heated to almost boiling and then added, the emulsion forms more rapidly than when they are added cold. The final emulsion seems to have a more translucent appearance than when it is prepared cold. It should be remembered that there is a change in surface tension with change in temperature.

The point should also be borne in mind that if an emulsion is mixed at a certain temperature above room temperature, there is usually an increase in viscosity due to this drop. It has been previously mentioned that this drop in temperature is almost absolutely essential to a gelatine emulsion in order to obtain permanency. Likewise, the mixtures of homogenized milk and butter fat are placed in a refrigerating room after emulsification, and naturally the emulsion increases in viscosity.

Inversely, more knowledge as to the permanency of an emulsion may be obtained by considering those factors that will cause an emulsion to break. The addition of an excess of the dispersing phase invariably breaks an emulsion. If a gum emulsion is diluted with water, it will be found that it begins to separate slowly. This separation is not rapid enough to cause any inconvenience in its use, but it does mean that an attempt to reduce the viscosity of an emulsion by dilution may break its permanency.

The addition of a liquid in which the two liquid phases

are soluble will break the emulsion. For instance, if an emulsion of a terpeneless oil is prepared and alcohol is added—the oil is soluble in alcohol and so is water, or the dispersing phase—a break in the emulsion will result. This method of causing an emulsion to break may be valuable in certain technical applications, but it is rarely the cause of a break in gum emulsions. The reason is that alcohol is the only liquid that is likely to be added and the percentage is usually small.

Destruction of the emulsifying agent is often the cause of an emulsion break. It has been previously shown that an emulsifying agent must be present; it is, therefore, only reasonable to suppose that, if this agent is entirely or partially destroyed the emulsion will break. The colloid may be destroyed by precipitation. Soap is sometimes used as the colloid in various lubricating compounds, such as the cutting oils used for machine work. These compounds are diluted with water. In such cases where the water would contain an abnormal amount of calcium salts, calcium soap—which is insoluble—would be formed and the emulsifying agent would be precipitated. If the colloid is an albumen, it is evident that heat will serve to coagulate it. This is an important point if an emulsion is prepared at a relatively high temperature, and if egg white is employed as one of the emulsifiers.

However, where actual destruction of the emulsifying agent does occur, it is usually due to the action of some micro-organism. The majority of the emulsifying agents that have been designated above will act as culture media for various bacteria and moulds. The action of bacteria is evident by a change or discoloration in the medium together with the development of an offensive odor. Any of these products could be preserved with sodium benzoate, but such a practice would hardly be legitimate. There are practically only two bodies that can be added to emulsions which have the desired effect and still meet all food requirements. One is alcohol, and the other is glycerine. Alcohol is undesirable because in many instances the product is being sold as non-alcoholic, and because alcohol is liable to break an emulsion in three distinct ways—tend to dissolve the two phases, or precipitate the gums, or decrease the surface attraction.

Glycerine gives all the advantages of alcohol without any of its undesirable effects. The "Dispensatory"¹⁶ notes the preservative action of glycerine. This point in regard to bacterial action may be tested readily by preparing a two per cent. solution of powdered milk or of egg albumen in water and also similar solutions in water containing twenty per cent. of glycerine. If small amounts of the solutions are exposed to the open air, it will be found that the ones without glycerine curdle and turn to a greenish yellow color, whereas the ones with glycerine do not show an appreciable effect. Bacterial action does not decompose gum solutions as readily as milk or albumen. Furthermore, the result is not as plainly visible to the naked eye. The inhibitory action of glycerine in this case may be judged to a certain extent by the action on moulds. One per cent. of gum tragacanth or ten per cent. of gum acacia dissolved in water containing from one to twenty per cent. of glycerine will act as a medium for some moulds under the proper conditions. This point has been determined by the writer by actual tests in the laboratory. It has also been found that growth of molds on the surface of emulsion tend to break the emulsion that is underneath for a short

¹⁶United States Dispensatory, 19th ed., 590.

distance. Moulds naturally are likely to affect the surface only, whereas bacteria may act throughout the entire body. In tests with egg albumen it has been found a fifty per cent. solution of glycerine in water—half glycerine and half water by volume—is needed to prevent separation or a coagulating action.

In the actual flavor the various essential oils or other aromatic materials that are added may aid as preservatives against some organisms, but it is much safer to use glycerine. It is true, indeed, that such flavors may not develop a mould, or break, due to the destruction of the colloid, but in time they will develop an offensive odor. Such an odor is fatal to the repeat sales of the flavor. It has been found in the laboratory that twenty-five to fifty per cent. of glycerine by volume is desirable in the aqueous or dispersing phase of an emulsion, in order to assure proper preservation.

Other factors that will affect the breaking of an emulsion under certain conditions are filtering, heating, freezing, electrolyzing, and possibly the action of light. As far as emulsion flavors are concerned, freezing is the only one that need be considered. Precautions should be taken in the storage of emulsions, both by the manufacturer and by the user, to see that they are not exposed to freezing temperatures.

There are certain practical considerations that enter into the salability of an emulsion. These may be summarized as follows:

- (1) The emulsion body should be as nearly tasteless as possible.
- (2) The emulsion body should be as nearly odorless as possible.
- (3) There should be no decomposition of the essential oil or other aromatic compound. This point merits more detailed consideration. It has often been said that emulsions prepared from the oils of citrus fruits would spoil, because the oils do not keep. This is not true in an emulsion that is properly made. The value of the addition of a fixed oil, such as cottonseed oil, to an essential oil, as oil of lemon, to preserve the latter, has been known for a long time. Likewise, a small amount of such edible oil may be added with advantage to the essential oil before it is incorporated in the emulsion.

A second objection that has been raised against emulsions is that air is beaten into them. The writer has prepared emulsions by machine-driven beating devices, so arranged as to beat in the maximum amount of air. When such emulsions are examined under the microscope, apparently no air spaces are present. The point might be brought up that globules of oil and air spaces would appear alike under the microscope. This has been tested by adding an oil-soluble red dye to the oil phase before preparing the emulsion. In this case, the oil drops appear red, and the air spaces assumed a white color. Practically no air could be discovered enclosed in the emulsion.

Sometimes when the body of an emulsion—due to absence of the proper preservative or other reason—has been subjected to bacterial action, a foreign odor develops and masks the true aroma. This odor or change in odor is interpreted as being due to the terebinthination of the essential oil, whereas the oil itself may be just as fragrant as when it was first added.

- (4) There must be no decomposition of the vehicle.
- (5) The emulsion should mix readily with water or milk.

(6) It should not develop a foreign odor or taste on baking.

(7) It should not be toxic or injurious in any way.

(8) The emulsion should not dry out on the sides of the bottle or form a thick skin on the surface. The hygroscopic power of glycerine tends to prevent this trouble in formulas where it is employed.

(9) It should be properly labeled as regards directions for use.

(10) The labeling of the emulsion and the composition should be such as to meet all State and Federal laws.

A point that may now present itself to the reader is whether or not one formula can be devised that will meet all requirements. The answer is in the negative because it has been demonstrated that no fixed or absolutely definite laws are available to govern all cases of emulsions that may arise. It is more important to remember that emulsions cater to a large variety of uses, and several individual types are necessary to cover the entire field. An emulsion may be prepared containing about four-tenths per cent. of terpeneless oil of lemon and be perfectly satisfactory for household use. At the same time, there may be a demand for a lemon emulsion containing fifty per cent. of oil of lemon. It is obvious that two different formulas may be necessary. A fairly viscous emulsion can be employed in a two-pound bottle for the confectionery trade, because such a bottle has a sufficiently wide mouth. The same emulsion will hardly pour from a two-ounce bottle. Likewise, the viscosity may be high in the case of a tube flavor because the pressure against the collapsible sides will force the material through the aperture. A certain type of emulsion may be suitable for dry material, such as vanillin and coumarin, and prove unsatisfactory for an essential oil. One manufacturer may prefer a white opaque appearance for emulsions, whereas another may desire a yellow translucent effect. It has been the purpose of this article to attempt to give a logical discussion of the various factors affecting manufacture, sale, permanency and use of emulsion flavors. Each manufacturer may be able to modify or correct his formula so as to adapt his needs to better advantage or possibly use some adaptation of the various formulas that have been given herein.

Flavor manufacturers should encourage and support intensive chemical research in order to improve and manufacture their products more intelligently and economically. This research could be carried on in the laboratories of interested parties, such as a mutual association, the Department of Agriculture, the Department of Internal Revenue, various of the larger flavor makers that have their private laboratories, or firms that supply the raw ingredients. Such investigations should include:

(1) Establishment of chemical and physical standards for the various raw materials that enter into the manufacture of the emulsions.

(2) Establishment of definite and specific standards of strength for various grades of emulsions, to which the different manufacturers should conform.

(3) Establishment of critical ratios for various gums and essential oils should be made.

(4) Standards as to permanency of emulsions should be developed.

(5) Viscosities of various emulsions should be determined.

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(6) Decomposition by micro-organisms should be studied in detail.

(7) Surface tension measurements should be made in all cases when such information might prove of value.

(8) Other colloids, in addition to those that are ordinarily used, should be studied.

(9) Various methods of manufacture should be given detailed consideration.

(10) Information should be published so as to give the public an intelligent idea as to nature of emulsion flavors.

The following suggestions are made to the manufacturer of emulsion flavors:

(1) The best grade of material should be employed. It is evident that no powdered gums should be used from a doubtful source, since such materials are so easily susceptible to sophistication.

(2) Distilled water should be employed in the manufacture of emulsions.

(3) Care should be exercised in attempting to re-use old emulsions that have separated.

(4) Apparatus used for making emulsions should be mechanically efficient. Where such machines employ a revolving mixer, it is desirable that vertical paddles scrape the side.

(5) A sample bottle of emulsion should be retained from each batch in which a new supply of raw material is employed, for comparison with a standard sample.

(6) Directions for use on bottle or tube should be lucid and complete.

SUMMARY.

(1) The importance of emulsion flavors has been discussed and the various fields in which they are used has been noted.

(2) The various advantages of gum emulsions have been given.

(3) It has been shown that an intelligent understanding of the formation of emulsions requires at least some knowledge of certain principles of colloidal chemistry. The relationship between these principles of colloidal chemistry and emulsion manufacture has been discussed briefly.

(4) The various emulsifying agents have been discussed in some detail.

(5) It has been shown that in order to produce a satisfactory emulsion, an efficient sub-division of the aromatic principle is necessary, and then a stabilization of the emulsion that has been thus produced.

(6) The factors affecting the stabilization of an emulsion have been discussed.

(7) The factors affecting the breaking of an emulsion have been discussed.

(8) The practical considerations that enter into the stability of an emulsion have been stated.

(9) Recommendations have been made for further research.

(10) Suggestions that may prove of value in practical manufacture have been given.

MELLON INSTITUTE OF INDUSTRIAL RESEARCH,
UNIVERSITY OF PITTSBURGH, MAY 29, 1920.

News Permeates Every Page.

The text pages of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW do not contain *all* of the news. You must read the advertising pages also to get the full benefit

PURE FOOD AND DRUG NOTES.

(Continued from page 219)

7,166. Adulteration and misbranding of lemon extract. U. S. . . . v. Sara W. Lupton, Marvin C. K. Lupton, and Stonewall J. Yeatman (Razo Mfg. Co.). Collateral of \$50 forfeited. Analysis of a sample showed the following percentages: Alcohol by volume, 68.4; lemon oil, 21; citral, 0.09. Artificially colored with tartrazine. Produce is a diluted extract, artificially colored, and deficient in lemon oil. Misbranding was alleged for the further reason that it was food in package form, and the quantity of the contents was not plainly and conspicuously marked on the outside of the package.

7,222. Adulteration and misbranding of essence of lemon. U. S. . . . v. 25 Dozen Bottles of a Product Purporting to be Essence of Lemon. Default decree of condemnation, forfeiture, and destruction.

Olive oil judgments were as follows: Released on bond, 5; forfeitures ordered, 12; \$200 fines, 2; \$100 fines, 3; \$50 fine, 1; \$25 fines, 5; \$5 fines, 8; total fines, \$915.

STATE.

Maine.

Official inspections 95. Maine Agricultural Experiment Station, Orono, Me., Charles D. Woods, director, reports the analyses of numerous foods and drugs for 1919. Of 50 examinations of oil of peppermint, 26 were found in accord with the standard, others were above or below and 9 were adulterated. One sample of extract of ginger was examined and found to be in accord with standard.

Pennsylvania.

Sako, a sugar substitute composed almost entirely of saccharine and advertised by a company in Chicago, recently fell under the ban of the Bureau of Foods, Pennsylvania Department of Agriculture. The Pennsylvania laws prohibit the sale of food articles containing saccharine and the Sako product has been banned.

Insecticide Association Meets.

The 1920 mid-summer meeting of the Insecticide and Disinfectant Manufacturers' Association, Inc., opened at Hotel Brunswick, Boston, July 15, and closed with an enthusiastic meeting at the Boston City Club July 16. H. W. Cole of the Barrett Co. of New York, president of the association, presided, assisted by Secretary C. C. Baird and Assistant Secretary F. A. O'Brien. The average attendance was 80 per cent of the total membership, representative delegations being present from New York, Boston, Philadelphia, St. Louis, Leominster, Westport, Rochester, Atlanta, Detroit and Brooklyn.

Prohibition Against Importation of Japanese Brushes.

Owing to the discovery of anthrax germs in shaving brushes and toothbrushes imported from Japan, orders prohibiting the importation of shaving, hair, tooth, and nail brushes manufactured in Japan have been issued in Southern Rhodesia, Australia, New Zealand, and Ceylon. In some cases the prohibition extends to brushes made from animal hair in all the countries of eastern and southeastern Asia, India, Japan, the East Indies, and the Philippine Islands, or in any other countries deemed in the opinion of the Collector of Customs likely to convey anthrax, and also to animal wool, hair, and bristles from any of these countries.

Vanilla Exports from Mexico

Consul Paul H. Foster reports that the 1919 exports of vanilla from Vera Cruz to the United States were 435,406 pounds, valued at \$971,133, as compared with these figures for 1918, 53,385 pounds, listed at \$145,299.

New Certified Food Color.

The National Aniline & Chemical Company, Inc., announces the production of a new certified food color in wine shade, known as "Vinta."



Mr. F. H. Ungerer, of Ungerer & Co., New York, with his wife and daughter, spent the month of July at Lake Wentworth, N. H. Genial Fred is quite a fisherman, and he annually depletes the piscatorial population of the lake.

Joseph Mathias, of James B. Horner & Co., New York, is enjoying the fishing at the Thousand Islands, where he goes fishing every summer with much success.

Prof. Charles L. Parsons, secretary of the American Chemical Society, is back from Rome, where he attended an international chemical convention.

Announcement is made by the Edward T. Beiser Co., of New York, the "House of Friendly Service," that another friend has been added to its staff in the person of Mr. Alec J. Dedrick, formerly a chemist with the Wm. Waltke Soap Co., of St. Louis, and more recently in charge of the sales in the states of Michigan, Indiana and Ohio for the Armand Co., of Des Moines. Mr. Dedrick becomes the western representative of the firm and will have his headquarters in Chicago.

During the recent war, Mr. Dedrick served as a radio operator. He is credited with being unusually well informed regarding the marketing of toilet preparations and with possessing the adaptability needed for giving friendly help to others who may have problems to solve in this connection. He therefore seems well qualified to carry out the Beiser policy, which welcomes inquiries in this direction.

Manuel Munoz Castillo, soap manufacturer, of Mexico City, was a recent visitor to New York City and called at this office. Mr. Castillo has returned home.

The very frequent and highly favorable comments that are made throughout the trade about the artistic and striking advertising inserts we publish are well-deserved by the advertisers.

These inserts, while attracting special attention to themselves, stimulate interest in the entire advertising section, to the benefit of everyone.

The Krause and Stanley inserts in particular are unusual, especially so in this issue, and are worth more than casual inspection.

Mrs. Gustave Mahlick, wife of the general manager of the Essential Oil Specialties Co., Grassland, Pa., sailed August 18 on the *Ryndam* for Rotterdam. She is accompanied by Gertrude, their five-year-old daughter, and will remain abroad three months.

The Sixth National Exposition of Chemical Industries to be held in the Grand Central Palace, New York, September 20th to 25th, inclusive, has provided an interesting program. More than four hundred different exhibitors will display their products, apparatus, etc., and many valuable papers will be read.

Among those scheduled for Tuesday, September 21st, are "Perfumes for the World," by courtesy of the Antoine Chiris Co., New York, and "The Manufacture of Soap," by courtesy of the Bureau of Commercial Economics.

Friday, September 24th, the only address of special interest to our industries is "Modern Packaging Methods," by courtesy of the Pneumatic Scale Corporation, Boston, Mass.

Elson & Brewer, Inc., advise that they are now located in their new quarters, 65 Fulton street, New York; telephone Beekman 4409. They were for many years at 20 Gold street, but a new building is now being erected on the site of their old quarters.

The firm represents J. & E. Sozio, Grasse, France, natural perfumery and raw materials, and Societe Chimique des Usines du Rhone, Paris, France, perfumery synthetics.

Mrs. Antoinette E. Seales is enjoying a well-earned vacation at Moosehead Lake, Maine. She occupies a confidential position with George Lueders & Co. of New York, and has been with the firm twenty-five years.

The Charles F. Slade Co., Buffalo, N. Y., extract manufacturers, are incorporating for \$100,000 to take care of rapidly expanding business.

Glass bottle manufacturers went to Atlantic City recently to discuss existing conditions in the trade prior to the annual wage conference with the Glass Bottle Blowers' Association of the United States and Canada, which started July 30. Previously the annual meeting of the National Bottle Manufacturers' Association was held at the Marlborough-Blenheim Hotel, whereat the reports of committees and other matters relating to the bottle industry was heard and discussed.

The general opinion expressed was that through the shortage of fuel, raw materials and unskilled labor, the production of bottles was far below the capacity output. In one instance it was reported by a firm that they had not been able to get more than 65 per cent of their normal



ALEC J. DEDRICK

production, and due to the same reasons the outlook was that production during the coming winter would be severely curtailed. The consensus was that with the steady increase in the cost of some raw materials; an assurance that freight rates would receive a boost; that the price of coal has tripled since 1914, and that wages of unskilled labor have advanced more than 150 per cent in many instances, it would seem that manufacturers would have to increase their selling prices if they hoped to continue in the bottle manufacturing business.

A subject that received considerable discussion prior to the meeting, was that of the automatic feeder and the merits of the different types that are now introduced in the trade. It also developed that additional ideas along this line will be worked out by men who have been successful in the bottle manufacturing business.

The conference between the manufacturers and the Glass Bottle Blowers' Association resulted in agreement on the new contract which goes into force October 1. Manufacturers allowed an increase of 25 per cent for cologne and toilet ware made in pot furnaces. Twenty per cent was granted for the general line of ware. A similar increase was given on the wide mouth machine, with 15 per cent to the men operating narrow neck machines. The summer stop will remain the same. The workers' committee decided to allow one apprentice for every 15 journeymen. No apprentices at all were taken on last year.

Justice Mullan of the New York Supreme Court has refused to grant an injunction to Van Dyk & Co., New York, and United Synthetic Drug Corp. against George A. Wallau & Co., Inc., and Louis A. Van Dyk from selling "Benzyl benzoate—Van Dyk," or other synthetic drug products similarly labeled. The injunction was asked as a temporary relief pending settlement of a suit for \$10,000 damages.

It appears that Van Dyk & Co., who are manufacturers of benzyl benzoate, have been marketing the product to the medical profession through the United Synthetic Drug Corp., and the product has been sold under the name "Benzyl benzoate, Van Dyk & Co." Mr. L. A. Van Dyk, who is a manufacturing chemist and dealer in perfumery and drug products, made an arrangement with George A. Wallau & Co., Inc., 2 Cliff street, New York, to act as his selling agent for benzyl benzoate. The Wallau firm handles a number of medicinal products.

The claim made by Van Dyk & Co. and the United Synthetic Drug Corp. is that the competition is unfair inasmuch as the physicians and druggists purchasing "Benzyl benzoate—Van Dyk," they say, will be under the impression that they are receiving "Benzyl benzoate—Van Dyk & Co."

Justice Mullan in denying the motion for an injunction expressed the view that there was little merit in the plaintiff's contention, and the question will be determined upon adjudication.

Perfume by airplane from Hazelhurst Field, Mineola, N. Y., to Bolling Field, Washington, was one of the latest novelties in commercial air transportation. The shipment was made by V. Vivaoudou, Inc., New York City, on August 12 to the Palais Royal Co., Washington. A stop was made at the air mail station at Bustleton, Pa., to leave some perfume for John Wanamaker, of Philadelphia. The airplane also carried a special pack-

age of perfume for Mrs. Woodrow Wilson. The shipment by the aero route was made by the Vivaoudou firm on receipt of hurry orders from Washington and Philadelphia, a Gallaudet-Liberty tourist airplane being obtained on communication with the American Aero Club in this city. The enterprising innovation attracted considerable attention in the newspapers.

Antoine Chiris Co., essential oil manufacturers, New York, have opened a new branch headquarters at 327 Walnut street, Philadelphia, for the purpose of facilitating the distribution of their numerous products.

George Reichenbach, sales manager for H. R. Lathrop & Co., New York, is yachting on his vacation.

Nearly 400 applications have been made for space in the forthcoming Sixth National Exposition of Chemical Industries, which will be held September 20-25 in the Grand Central Palace, New York City. An extended and comprehensive program has been prepared for the exposition.

Lehn & Fink, Inc., wholesale druggists, recently moved its entire stock in thirty-five hours from its old plant in William street to its new seven-story building at Greenwich, Morton and Barrow streets, New York City. Edward Plaut, vice-president, carefully planned the moving in advance. The men worked in three eight-hour shifts and utilized a fleet of seven commodious motor trucks in the operation.

Joseph Plaut, president of the company, has gone to Lake Placid to spend his vacation. R. R. Lamps, second vice-president, has been touring New England.

A. U. Andrus, treasurer of J. L. Hopkins & Co., New York City, spent his vacation in his Long Island camp.

Mr. and Mrs. P. R. Dreyer have reached Provincetown, Mass., for their vacation, after a motor trip through New England. Mr. Dreyer is co-manager of the essential oil department of Rockhill & Vietor, New York.

M. Chernoff, maker of toilet preparations, 769 Phelan Building, San Francisco, was a recent visitor to New York and called at this office. He is interested in receiving circulars and price lists from manufacturers of glass bottles, collapsible tubes and machinery in his line.

Owl Drug Co., always branching out, announces that the new Owl store in Chicago, Clark and Madison streets, will be in operation soon and that the eighth Los Angeles Owl store, at 6th and Broadway, is being installed rapidly.

Dabrooks Perfume Co., formerly owned by Michigan Drug Co., Detroit, Mich., has been purchased by William R. Warner & Co., of St. Louis, Philadelphia and New York. The laboratory will be moved to St. Louis, and the sales will be handled by the Warner organization.

Dr. G. Bosurgi, of Oates & Bosurgi, Messina, Italy, shippers of Messina essences, sailed August 4th on the *Olympic* with Mrs. Bosurgi.

The Alderman-Fairchild Co., of Rochester, N. Y., manufacturers of face powder and perfume boxes, have begun operations to enlarge their factory to accommodate their constantly increasing business. Their present plan is to erect a five-story addition to the main factory, which is known as the Orchard street plant. This addition will increase the floor space 50,000 square feet, which will make a total of 110,000 square feet of manufacturing space in the Orchard street building.

A large part of the machinery for the new plant has been received. By the time the new building is constructed the company expects to have ready for installation other machinery, as well as a number of machines which are being designed and made in the Alderman-Fairchild machine shop for special work, giving to the Orchard street plant additional modern machinery and devices for manufacturing face powder and perfume boxes.

The Orchard street plant is built of reinforced concrete. The interior is finished in white enamel, which adds greatly to the lighting effect and makes working conditions pleasant and cheerful. The company has carefully considered the welfare of its employees from the angle of their surroundings while at work, as well as in the recreation periods. A dining room is maintained for them and the service is operated by the company. Adjoining the dining room is a room for recreation where the employees may enjoy the use of a piano. An innovation practiced by the Alderman-Fairchild Company for the benefit of the employees is two daily recesses of ten minutes each, one in the morning at 10 o'clock, and another at 3 in the afternoon. The company is active in the Rochester Industrial Athletic and Recreational Association, of which every employee is a member.

The Orchard street plant is devoted exclusively to the manufacturing of face powder and perfume boxes, and is said to be the only plant of its size in this country which confines its output to this one line.

Last winter the Alderman-Fairchild Co. broke ground for the construction of the Riverside Paper Box Corporation at Churchville, N. Y., eighteen miles from Rochester. This plant is rapidly nearing completion, and it is expected that it will begin operations this summer. It will be in charge of an assistant superintendent. The personnel of this factory will consist of employees who are now being trained in the Alderman-Fairchild plant, which will enable the company to begin work with experienced help. The object of having two plants is to avoid any possibility of a delay or tie-up in production which would prevent filling orders with the speed common to the Alderman-Fairchild Co.

The Riverside factory is ideally situated on the banks of Black Creek. A dam has been constructed to furnish water power which will be used to generate electricity for the plant. To insure continual operation of the plant, the company has made arrangements to obtain power from the Niagara Power Co. in case of a break down or accident in its own power house.

The Riverside Paper Box Corporation is said to be one of the finest laid out plants in the country. With these new additions the Alderman-Fairchild Co. will be able to supply the face powder and perfume trade with packages in large quantities—promptly.

Milton Stern, purchasing agent of the Antoine Chiris Co., essential oil dealers, New York City, started on his vacation on August 6.

Rockhill & Vietor, 22 Cliff street, New York, advise us that they have established their own branch in Chicago at 180 North Market street, which will be in charge of Mr. Frank Z. Woods, assisted by Messrs. Clarence Morgan and A. S. Tosh.

Mr. Woods formerly conducted a business of his own at the same address, representing Rockhill & Vietor in the Chicago territory, which has been absorbed by Rockhill & Vietor, and he will hereafter devote his attention entirely to the branch, of which he is now manager.

A full stock of essential oils, chemicals, drugs, alcohol, etc., will be carried.

Adolph Klar has purchased the five-story building, which has all modern improvements, at 5 East Nineteenth street, New York City. The firm of Adolph Klar, importers and manufacturers of hair nets, hair wavers and toilet preparations, after making extensive alterations, will use the new building for its own purposes exclusively.

The main floor is to be used for the show rooms. The basement will be used for housing various articles in quantities. The second floor will be devoted to offices, and the remainder of the building for manufacturing purposes.

This firm, with offices and factories in Paris and personal representatives in the Orient, manufactures the Hold-Tight Hair Nets and Hold-Tight Hair Wavers. Through the Paris firm it also imports and manufactures perfumeries and toiletry preparations. The firm manufactures the Adolph Klar line of toilet preparations, made in this country, and manufactures, under private brand name and trademarks, rouge, face powder compacts, nail enamels, lip rouge and eye-brow pencils for a number of prominent manufacturers throughout the United States.

At the beginning of the year this firm inaugurated an advertising campaign in the rotogravure section of Sunday newspapers, and because of its largely increased business, purchased the building at 5 East Nineteenth street to provide ample facilities to meet the enlarged demands.

Royal Palm Soap Co., Tampa, Fla., which recently suffered a disastrous fire in its plant, is being reorganized as the Royal Palm Soap and Chemical Co., and considerable additional capital is to be put into the enterprise by J. L. Bloom, who for several years was general sales manager of the Calumet Baking Powder Co., of Chicago, and more recently manager of the Gee-Go Soap Co., of Atlanta, which he organized. He has planned to assume active charge of the new concern as general manager. Mr. Bloom expects to have the aid of part of the Atlanta organization of the Gee-Go Co., among these being A. P. McKee, who is to be the factory superintendent; A. Dalsheimer, assistant factory superintendent, and Fred Kauffmann. A. B. McMullen, Tampa, attorney and business man, president of the Royal Palm Co., and I. Berner, another business man of Tampa and one of the prime movers in the company, are interested in the company. Offices for the present are located in the Petteway Building until larger quarters can be obtained. The present factory at Thirty-fifth street and Fourth avenue is to be considerably enlarged to handle the great production contemplated.

George H. Merrell, president of the J. S. Merrell Drug Co., St. Louis, spent July at Chautauqua, N. Y., where he has a cottage.

Autumn trade conditions and the general outlook are discussed in a series of interviews in the August 11 issue of *Drug & Chemical Markets*, from which these extracts will be found of interest:

Burton T. Bush, president of the Antoine Chiris Co., New York:

"It seems perfectly clear to me that we have just passed through an antithesis of a panic. During a panic the one most noticeable feature has been the abundance of stock with the decrease of demand, but during the last two and one-half years there has been a shortage of stock and an increase in demand. It seems perfectly natural, therefore, that we should go through a period of uncertainty—uncertainty as to the future.

"There is still a demand far greater than the supply—a demand that will take at least a year before we can really feel that we are 'caught up.' This, coupled with the general acceptance of the wage award handed down by the Railroad Labor Board in July, together with the railroads being permitted an increase in freight, and now the strenuous efforts by the railroads to agree on a program for the maximum loading and the movement of freight on all lines should be a bright light on the horizon for business in general.

"For those who are dependent somewhat upon importation of raw materials from colonial possessions of the various countries abroad, it seems to me that they have nothing but the best to look forward to. We appreciate that the labor conditions in these colonies are bad, and also that this considerably affects the handling of raw materials, but the fact that these major countries who have gone through the war, and whose finances have been depleted are now looking to their colonies for financial recuperation, is a good evidence to me that these colonies are going to do their utmost to have merchandise for sale, and this, together with the constant increase in shipping facilities to New York, gives me every reason to believe that through cautious consideration of the position that the United States will hold as the manufacturing country of the world in the future, eradicates any suggestion of anything but good business in the future."

P. C. Magnus, president of Magnus, Mabee & Reynard, Inc.:

"I cannot help but believe that conditions for the Fall business are of the best. The consuming trade has sort of held back their purchases anticipating market changes and the time will come when they will have to replenish their stock.

"The railroad situation is quite a complex one. Just what the ultimate outcome of this will be I am not prepared to say. I am of the opinion, however, that transportation will become more normal within the next six months than it has been in some few years past.

"The demand for products will steadily increase and I feel quite confident competition will be more or less keen, due to the fact that purchasers will not be satisfied with one or two sources of supply, but will scour the market quite thoroughly to purchase to the best possible advantage."

Carleton Ellis, Industrial Research Chemist, Montclair, New Jersey:

"In my opinion the atmosphere of pessimism which has enveloped the business world during the past few months is going to give place to better conditions in the Fall. The present method of ordering supplies is inadequate

quantities has thrown a considerable burden on the long distance telephone through frantic calls for shipments of goods by concerns who have failed to lay in a sufficient stock of raw materials on account of the gloomy business outlook. The world is depleted of finished or manufactured products and these must be supplied. It appears to me that the reaction following the late period of prosperity is now about over and that in the course of a few months normal buying conditions will be established."

Powers-Weightman-Rosengarten Co., of Philadelphia, has made the following announcement regarding higher prices for boxes and cartons: "Due to the increased cost of packages as well as the labor involved in filling, we have found it necessary to advance our prices for containers, becoming operative August 2. As an illustration, we cite below the new prices for some of the standard packages, but for more detailed information we refer you to the August issue of our monthly Blue List which will show full revision of container prices. 5 lb. boxes and cartons, 4c. per lb. over bulk prices; 1 lb. boxes and cartons, 7c. per lb. over bulk prices; $\frac{1}{4}$ lb. boxes and cartons, 20c. per lb. over bulk prices."

Mr. Joan Janssen, special representative of Polak & Schwartz, Zaandam, Holland, will sail for Manila on the Empress of Asia from Vancouver, B. C., on August 26. Mr. Janssen arrived in the United States May 10 and has spent most of his time in Canada.

The will of Henry Tetlow, the Philadelphia manufacturer of perfumes, face powder and toilet articles, who died, leaving an estate valued at nearly \$1,000,000, was sustained by Judge Solly in the Orphans' Court at Norristown, Pa., recently. The contest against the probate of the will was made by Grace Tetlow Sauveur and Henry Tetlow, 2d, grandchildren, who alleged mental incapacity and undue influence. The will devised the entire estate to the wife. Judge Solly holds that Tetlow had testamentary capacity and that no proof of undue influence was presented.

Mr. A. E. Boas, of the Northam Warren Corporation, this city, now in Havana, Cuba, with the temperature at 95 degrees in the shade, reports Xmas-wrapped Cutex selling like hot cakes.

A most enjoyable event was the annual outing of the employes of the Antoine Chiris Co., Standard Chemical Co., and Capes-Viscose, Inc., at Rockaway Beach on July 30. Baseball games and athletic contests, in which both the women and men employes of the three companies took part, were followed by a general attack on eatables.

Mr. J. H. Stafford, manager of the export department of the Meyer Bros. Drug Co., St. Louis, was elected president of the Mutual Aid Association, July 17. Mr. E. J. Habegger was re-elected treasurer, and Mr. T. F. McGigue, assistant advertising manager of the Meyer Bros. Druggist, was re-elected secretary. Plans are under consideration for the erection of a clubhouse, week-end railroad and steamboat excursions, increased benefits and a cafeteria at the company's plant.

Incorporation under the Illinois laws with a capitalization of \$75,000 to transact business in that state, was made recently by the Hewitt Brothers' Soap Co., Dayton. Of the capitalization authorized, \$57,037 is to be employed in the business in Illinois and the executive and sales offices will be located at 1555 West Madison street, Chicago. The factory will remain in Dayton, the plant being now improved and mechanical additions being made. The Hewitt company has begun the manufacture of Thrift soap flakes, which primarily are a water softener, washing powder and cleanser. F. P. Ross, Chicago, is president of the concern and S. F. Hewitt, of Dayton, is secretary.

Joseph M. Hakim, manager of the New York City office of the Elysee Olive Oil Co., who has returned from a trip to the olive oil primary markets abroad, says that the 1920-1921 crop of oil of Spain, according to indications, will be gratifying. The 1919-1920 crop was reserved in part, about twenty million kilos permitted exportation. The small production countries will not export oil, in his opinion. Italy, he said, will not export unless shippers give assurance that oil from other countries will be shipped into that country to supply the food-oil requirements, a gallon shipped into Italy for every gallon shipped out of it. Exportations from Greece have been forbidden since the beginning of the European war, and a ban also prevents shipments of oil from Syria.

Among others the following new members have been elected by the New York Merchants Association:

Bush, W. J., & Co., Inc., Mr. C. Blair Leighton, treasurer, 100 William street—Manufacturing chemists.

Whittaker, Clark, & Daniels, Inc., Mr. Samuel H. Clark, president, 250 Front street—Minerals, colors, chemicals.

Lyon, I. W., & Sons, Inc., Mr. Horace D. Lyon, vice-president, 530 West Twenty-seventh street—Manufacturers of dentifrices.

Capital increases: Coffin-Redington Co., Manhattan Borough, New York City, \$600,000 to \$1,000,000; Lanman & Kemp, Manhattan, \$1,500,000 to \$2,000,000.

Gregory & Jennings Co. of Manhattan Borough, New York City, has changed its name to New York City Drug Mills—the Gregory Co., N. J.

Illinois Glass Co. has opened a new branch office at 1122 Munsey Building, Baltimore, Md. This new office, which will look after the interests of our trade in the entire states of Delaware, Virginia and Maryland, including the District of Columbia, has been placed under the management of Mr. A. L. MacLellan, Jr., formerly the Baltimore representative of the Cumberland Glass Mfg. Co. Mr. R. A. Norman, who has been connected with the New York office, and prior to that, with the Philadelphia Branch, will act as Assistant Manager to Mr. MacLellan at Baltimore.

Mr. J. A. Hodge, who has been manager of the Philadelphia Office, has been transferred to New York where he will act as manager of the New York Sales Office with Mr. J. W. Colbert as assistant manager. Taking Mr. Hodge's place in Philadelphia will be Mr. E. B. Garrigues, assisted by Mr. H. I. Wright and Mr. E. J. Murphy. Mr. Garrigues and Mr. Wright both were formerly with the Cumberland Glass Mfg. Co., while Mr. Murphy served

his apprenticeship under the tutelage of Mr. Hodge at Philadelphia.

Mr. S. E. Matthews has been transferred from the New York Sales Office to the Boston Office and will act as assistant to Mr. J. C. Clement, manager of the Boston Branch.

The office address of the Jewel Tea Co., Inc., Chicago, has been changed to 5 North Wabash avenue.

Montgomery St. Alphonse has been appointed manager of W. J. Bush & Co., Ltd., Montreal, to succeed the late A. E. A. Bettsworth. Mr. St. Alphonse was with the parent house in London twenty years, in the export department, and has a wide knowledge of the business, besides which he possesses an agreeable personality.

S. L. Stanton, medicine and flavoring extract manufacturer, Scranton, Pa., was badly burned August 9 when alcohol fumes in the basement of his plant were ignited by a lantern he carried. The blaze set fire to the building and considerable damage resulted. The victim was engaged in drawing alcohol from a barrel when the lantern ignited the fumes. His hands burned, Stanton let fall the tube through which the alcohol was being drawn, and the liquid caught fire.

H. Wasserman, salesman for the G. S. Kalen Laboratories, Chicago, makers of private brand toilet preparations, was a recent Eastern visitor.

Gibson-Snow Co., Inc., wholesale druggists of Albany, expect to open its fourth branch house on September 1, in Buffalo. The Buffalo house, at Ellicott and Carroll streets, in the heart of the wholesale district, is under the management of Andrew G. Kellner, formerly connected with the Rochester branch, and is under the supervision of W. W. Gibson, vice-president of the corporation. The building, a six-story one, has been entirely remodeled and is now ready for business. The company also contemplates building a four-story laboratory in Albany. Over forty salesmen are traveling for the company and some 400 persons are employed in the five houses.

Frederick West, chief of the U. S. Customs Laboratory of the Port of New York, recently resigned that position to become chief chemist at the new factory of the United Drug Company at St. Louis, Mo.

Dr. James Brown, formerly research chemist for Zinsser & Co., Hastings-on-the-Hudson, is now associated as research chemist with the Calco Chemical Co., Bound Brook, N. J.

Creditors of Rogers Brown & Co. of Seattle, Wash., have been notified that all claims may be presented in certified form on or before October 1 to the receiver, Charles S. Wills, Seattle. John W. H. Ross, of the Simmonds Manufacturing Co., 90 West Broadway, New York City, is an agent of the receiver. He has succeeded Mr. Fox at the office of Rogers Brown in that city. R. F. W. Young, vice-president of the company, also has his headquarters there. The New York office and some others will not be discontinued in event that the business is not liquidated.

Caswell A. Mayo, of the William S. Merrell Chemical Co., Cincinnati, has been appointed dean of the Queen City College of Pharmacy. Mr. Mayo is a former president of the American Pharmaceutical Association.

For violation of the trademark law in using a duplicate of the label of Franklin Simon & Co., Fifth avenue, New York, David Franklin, thirty-one, of 1009 Kelly street, Bronx, and Sidney Simon, twenty-four, of 1927 Eighty-sixth street, Brooklyn, were sentenced recently to from six months to three years in the Penitentiary by Justices Murphy, Salmon and Herman in Special Sessions. Franklin and Simon organized the firm of Franklin, Simon & Co. last April and began selling silk shirts and similar merchandise.

BOOK REVIEW.

THE VOLATILE OILS.—A New Volume of Gildemeister and Hoffman's Work. Second Edition; Vol. II.

We are living in an era of specialization. In every branch of human knowledge the accumulated and ever accumulating mass of details has grown to such an extent that no human brain can hope to master it even in only one of the customary subdivisions of science, as medicine, physics, astronomy, chemistry, etc. Especially in this latter discipline, the growth which first manifested itself in the modest split into "inorganic" and "organic" chemistry, has branched out into an increasing number of further specializations. Of these a more recent one is that of the chemistry of essential oils. If we look up one of the chemical text books of a not very recent period, we find, as an appendix, a few pages of description of these products together with a few meager data of what was thought to be known about their chemical composition. Notwithstanding their great commercial importance, the essential oils remained almost inaccessible to exact and systematic chemical research, until, towards the end of the last century, the fundamental investigations of Wallach opened the way to a rational identification of the hitherto so mysterious components of these products. This success turned the interest of numerous other chemists to the study of this fascinating group of chemical substances from nature's laboratories, and the literature about them began to swell up at a rapid rate, so that from time to time it was necessary to collect and systematize the scattered material resulting from these investigations, in the form of monographs on the subject. On account of the still considerable difficulties of original research work about essential oils which offers a good many stumbling blocks to the less experienced chemist, not all of the reported results were entirely trustworthy, and it was, therefore, no easy task for the compiler of such a monograph to separate the wheat from the chaff. It required not only the facilities for collecting the necessary data, but also a good deal of critical sense based on own experience in laboratory and factory. Such a lucky combination presented itself, when Dr. E. Gildemeister, chemist of the firm of Schimmel & Co., Leipzig, undertook the publication of his book: The Volatile Oils. Here was a man who had devoted a lifetime to the practical work of distillation, who had done a large volume of own scientific investigations on the subject and who could avail himself of all the facilities which a firm of the magnitude of Schimmel & Co., with its large staff of co-workers who were collecting information all over the

world could offer. Thus, with the assistance of Dr. F. Hoffmann, who contributed a thorough study on the historical part of the subject, the first edition of G. & H.'s Volatile Oils was created which as a standard work has become generally known.

But years were constantly adding new facts to the old ones and the fate of becoming "antiquated" which befalls all scientific text books with the rapid progress of time, not seldom before they get completed, threatened also this one. A new edition became necessary. But while the first one was just one handy volume, the material had in the meantime increased to such an extent that the new "Gildemeister" will present itself in three volumes the first of which was published in its English edition in 1913 and contained, besides the historical part, the general methods of production of the oils, the description of their various constituents and the methods for their examination and detection of adulterants. The second volume of the English edition which has been just completed, brings us the description of about one half of the known essential oils, in the botanical arrangement of the first edition, ending with part of the oils of Rutaceae and leaving the balance to a third volume to appear in the, it is to be hoped, near future. That such a subdivision was unavoidable, is illustrated by the fact that the groups of oils described in this new edition occupy 648 pages, against 235 pages in the old one. The "Turpentine Oils Proper," not including the Wood Turpentine and Pine Tar Oils, alone take up 85 pages. The general scope of the detailed description of the oils; origin and production, properties, composition, examination, etc. has been retained with complete references to the original literature. Numerous statistical data and a series of excellent photographic reproductions illustrating the distillation of the oils in the various localities add special interest to the text.

For the English translation the publishing firm was again fortunate enough to secure the services of Dr. E. Kremers who, himself a specialist on this particular field of science to which he has contributed a large number of valuable investigations, is one of the very few who could undertake this by no means easy task with the present excellent result. Even he, with his complete mastership of both languages, has occasionally been compelled to leave some German words untranslated, as no English equivalent could be found, e. g., "Abbauproducte," meaning the products resulting from the step-wise dissection of a complicated molecule by successively splitting off its constructive parts. The idea of the German word would be immediately clear to anyone familiar with the ability of the German language to form composite words, which, by their length, have often provoked the ridicule of the ignorant, but apparently no equivalent for it exists so far in English. Another point which perhaps the familiarity of the translator with the German language has caused him to overlook, may be mentioned, though it is of little consequence. He occasionally refers to the meaning of German words without giving their literal translations, so that a reader not familiar with German will not readily see the point. So we read: "Trentepohlia—an alga—has a strong odor of violets. Hence it is called, though not quite correctly, *Veilchenmoos*." A reader not knowing that this means "violet moss," will neither see the meaning of "hence," nor of "not quite correctly" (an alga being called a moss). Or,

when we read a little further on: "the plant constitutes . . . coatings on rocks. Hence the name *Veilchenstein*," a translation in brackets: (violet stone) would immediately have elucidated the "hence."

It is at a somewhat belated date that this volume is presented to the American reader, its German edition having appeared in 1913, but this seems to be chiefly a consequence of that deplorable war which had thrown its wedge between two nations which should stand united in furthering the higher interests of mankind. But now, that the war hysteria and psychosis is fortunately abating and the sober sense is turning again to the peaceful interests of science and art, it is to be hoped that we again become conscious of the word which a Frenchman—long ago—has coined: Science is Peace!

Clifton, N. J., Aug. 17, 1920. CLEMENS KLEBER.

NEW PRICE LISTS, PUBLICATIONS, ETC.

STAFFORD ALLEN & SONS, LTD., London, England; Ungerer & Co., 124 West 19th street, New York, American representatives.—The July wholesale prices current is at hand, giving quotations on essential oils, numerous chemicals, synthetics and sundries, powdered drugs, etc., including the Allen specialties for perfumers and soap makers.

SURWAY & CIE, Société Anonyme, Cannes, France, have sent to us their latest price list of oils and essences for perfumers, including naturals and synthetics.

DODGE & OLCOFF CO., 87 Fulton street, New York, has issued a new wholesale list as of July 22. Quotations are given on essential oils, ethers, flavors, floral waters, colors, vanilla beans, perfumery synthetics, musk, oleo resins, drugs and chemicals. A specialty is made of the products of Polak's Frutal Works, Amersfoort, Holland.

ANTOINE CHIRIS CO., 18-20 Platt street, New York.—The August price list, just received, quotes essential oils, terpenes oils, oleo resins, concentrated distilled floral waters, French olive oil, synthetic floral oils, resinaromes, natural perfumes, both concrete and liquid absolute, as well as sundry products. Bourbon vanilla beans of Chiris curing also are offered.

GOMEZ & SLOAN, INC., 244 Water street, New York, Mexican vanilla beans, chicle, etc., have issued an autumn calendar with a beautiful view of a rural sunset.

JOSLYN PERFUME CO., 2835 Broadway, Chicago, sends us its latest wholesale price list of perfumes in bulk, etc.

YEAR BOOK OF THE AMERICAN PHARMACEUTICAL ASSOCIATION, 1918, published in Chicago by the A. Ph. A., 1920, is at hand. It is Volume 7 of the new series, corresponding with Volume 66 of the former proceedings. It contains the roster of officers, valuable reports, roll of members, etc., the latter being revised to April, 1920.

COMPAGNIE MORANA, New York.—Warren E. Burns, vice president of the company, who has returned recently from a trip to Europe, has issued a circular letter in which he describes his observations abroad. In some instances, orange flower products being mentioned, he found that the shortage was more apparent than real. The jasmine outlook he reported encouraging. Natural violet was practically out of the market, only some held over stock being available. The production of jonquille is limited, while rose products are quoted very high. He says: "The prices of flowers of all kinds are very high in Grasse. Male labor, formerly content with 250 francs per day now demands and is obtaining 12 francs per day. Female labor

now receives 9 francs per day as against the pre-war rate of 1.50 francs. And notwithstanding the high wages they are not willing to work the full number of hours per day." Mr. Burns adds that an association of flower growers controls the prices paid, the settlement not being made until the crops are ended and the figure paid being that of the highest bid offered by any of the factories.

D. VAN NOSTRAND CO., 25 Park Place, New York.—New price list of scientific and technical works.

A. BOAKE, ROBERTS & CO., LTD., London, England, sent us a copy of booklet issued as a souvenir of the Lyon Fair, together with their price list of materials employed by perfumers, soap makers, etc. Essential oils, soluble essences, flavoring essences, floral ottos, fruit syrups and synthetics are among the articles quoted.

"HINTS ON HOW TO BE BEAUTIFUL" is a neat little booklet setting forth the merits of the products of the Dr. C. H. Berry Co., of Chicago. The list is complete.

U. S. METAL CAP AND SEAL CO., 103 West 13th street, New York, sends us the *Uppressit Gossip*, a bright, lively and interesting little monthly which not only exploits its products but prints other news of the trade. Health phone caps is a new novelty the company puts out.

"COLOMBIAN REVIEW," published at 130 West 42nd street, New York, contains matter of interest to those who may wish to acquire trade or other information about the Latin-American Republic of Colombia.

NATIONAL RESEARCH COUNCIL, 1201 16th street, Washington, D. C., has issued in its monthly *Bulletin* a classified list with some information about staff, work and equipment of 300 research laboratories in industrial establishments in the United States.

"PERIL OF THE PORT AND PEOPLE'S DEFENCE" is of especial interest to firms that have been affected by the New York harbor strikes. Copies can be obtained from the Citizens' Transportation Committee, 233 Broadway, New York, which was formed to break the deadlock on the docks.

NEW INCORPORATIONS.

George H. Harman, Newark, N. J., to manufacture metal boxes, etc., 750 shares, no par value, has been incorporated by G. H. Harman, Montclair; Russell Fleming, Plainfield; J. S. Hadford, Newark.

Matthews Dental Laboratory, Manhattan Borough, New York City, \$20,000 capital stock, has been incorporated by D. Melbourne, J. E. Petioni, R. C. Matthews, 229 West 139th St.

Wilson Mercantile Corp., Manhattan Borough, New York City, oils and chemicals, \$10,000 capital stock, has been incorporated by F. H. Butehorn, E. S. Hawley, J. L. Watson, 135 West 83d St.

Soaps-Perfumes, Ltd., of Toronto, Ont., to manufacture soaps and perfumes, \$250,000 capital stock has been incorporated by James J. MacLennan, John N. Black and Eliza Corrigan.

H. C. Powell & Co., Manhattan Borough, New York City, deal in ivory, palm oils, etc., \$5,000 capital stock, has been incorporated by O. H. Waters, J. McGraw, H. C. Powell, 54 West 134th St.

Tomo Oil Corp., Manhattan Borough, New York City, petroleum, vegetable and nut oil production, \$20,000 capital stock, has been incorporated by W. L. Fleishman, E. Weil, O. L. Gibson, 44 Vesey St.

Zo Ar Laboratories of Manhattan Borough, New York City, cosmetics, \$5000 capital stock, has been incorporated by J. C. Burt, G. S. Claxton, G. F. Heesemann, 342 St. Nicholas Ave.

Castilian Co., Boston, Mass., toilet articles and chemicals, \$100,000 capital stock, has been incorporated by Michael E. Lazarus of Hyannis, Charles Askowitz of Boston and Meyer J. Lurie of Winthrop, Mass.

Highlands Laboratories, Brooklyn Borough, New York City, medico-chemical analysis of foods, \$10,000 capital stock, has been incorporated by C. P. Gerber, L. Slote, L. Serot, 31 Wyona St., Brooklyn, N. Y.

Panama Soap Co., San Diego, Cal., has been organized with \$400,000 capital stock.

C. A. Bostwick, Inc., Rochester, N. Y., perfumery, soap, jewelry, printing, etc., \$15,000 capital stock, has been incorporated by Charles A. Bostwick, Adele P. Bostwick and Jacob G. Smith.

Perfection Perfume Co., Cleveland, Ohio, \$10,000 capital stock, has been incorporated by S. Rembrandt, C. W. Swirtzel, H. Cohen and S. J. Friedman.

Gastine Stores Co., Inc., Paterson, N. J., to manufacture gastine, gastine tube patches, hand soap and other products \$125,000 capital stock, has been incorporated in New Jersey.

Robert Edward White, Inc., Utica, N. Y., to manufacture toilet preparations, \$50,000 capital stock, has been incorporated by R. E. White, E. F. White and A. M. White.

Frances Fox Laboratories, Inc., Wilmington, to manufacture toilet preparations, etc., has been incorporated in Delaware with \$300,000 capital stock.

Midland Chemical Co., East Syracuse, N. Y., to manufacture oil, tallow, chemicals, etc., \$100,000 capital stock, has been incorporated by William E. Armstrong, Peternella Judd and Rachel L. Winkler.

Gil-Mosard, Manhattan Borough, New York City, to make toilet supplies, \$100,000 capital stock, has been incorporated by S. E. Mosard, M. B. Kestin, P. Farber, 1133 Broadway.

Relyea Soap Co., Louisville, Ky., soap and soap products, \$25,000 capital stock, has been incorporated by Fred H. Relyea, president; William Colgan, vice-president, and Clinton Davidson, secretary and treasurer.

Gerner Mfg. Co., Inc., Manhattan Borough, New York City, to manufacture stoppers, caps, corks, etc., \$100,000 capital stock, has been incorporated by D. A. MacAskill, 386 Fifth Ave., Brooklyn.

Abbott Tallow Co., Holyoke, Mass., \$25,000 capital stock, has been organized to take over the business of the W. H. Abbott Soap Co., except the Abbott soap factory at Smith's Ferry. The incorporators are Harold P. Small, president; Frederick G. Warden, treasurer, and Edna M. Gibbs. Charles H. Abbott continues as resident manager of the property.

Sanitary Barbers' Appliance, Inc., Boston, capitalized at \$100,000, has been incorporated in Massachusetts.

New York Vegetable Oil Products Co., Brooklyn Borough, New York City, \$10,000 capital stock, has been incorporated by W. E. Cassidy, J. Pleas, E. B. Webster, Hollis Court Boulevard, Queens.

Virginian Soap Corporation, of St. Paul, Va., has been incorporated with a capital stock of \$500,000 by W. E. Raskin, G. D. Davis, Clintwood; W. M. Rose, secretary, St. Paul; C. A. Hillman, St. Paul; Lee Stanley, W. W. Pressley, Clintwood; C. H. Mercer, St. Paul; C. R.

McCoy, Clintwood; R. C. Smith, St. Paul, and D. D. Cox, president, Castlewood.

Cumberland Drug & Extract Co., Cumberland, Md., \$10,000 capital stock, has been incorporated by James K. Ford, Irving Millenson, James G. McGuire.

IN MEMORIAM FOR DEPARTED FRIENDS.

AARON, EMIL, soaps, retired, New York, August, 1912.

BISCHOFF, MICHAEL, pioneer soap manufacturer, Zanesville, Ohio, August, 1919.

BROWN, DAVID SEYMOUR, retired soap manufacturer, New York City, August, 1915.

BRUCK, FREDERICK WILLIAM, soap manufacturer, Pittsburgh, Pa., August, 1917.

BURTON, WASHINGTON, president of W. Burton & Co., Inc., flavoring extracts, New York, August, 1918.

DOWD, JOHN C., president J. C. Dowd & Co., manufacturer of toilet goods, New York City, August, 1916.

FRITZSCHE, HERMAN T., of Fritzsch Brothers, August, 1906.

GOLD, SOLOMON, retired soap manufacturer, Schenectady, N. Y., August, 1916.

HUSELTON, GEORGE W., former vice-president Peet Bros., soap manufacturers, at San Diego, Cal., August, 1919.

KELLEY, DR. H. S., soaps and toilet specialties, West Dennis, Mass., August, 1912.

KERKESLAGER, MILTON W., soap manufacturer, Philadelphia, August, 1913.

PEET, JESSE, soap manufacturer, one of the founders Peet Bros. Co., Kansas City, Mo., August, 1917.

ROBESON, WILLIAM B., of Antonie Chiris Co., New York, August, 1908.

SCHLIEDER, HUBERT, Bertrand Freres, Grasse, August, 1910.

SHELDON, NICHOLAS, soaps, Providence, Rhode Island, August, 1911.

TATUM, ALBERT HOLMES, of the Whitall-Tatum Co., perfumers' glassware, New York, August, 1912.

TETLOW, JOSEPH, perfumery, Philadelphia, August, 1911.

UNGERER, WILLIAM PHILLIP, Ungerer & Co., August, 1907.

WILLIAMS, AARON, W. C. Williams Soap Co., August, 1910.

Obituary Notes.

William Newton Clark, retired senior member of the firm of Schieffelin & Co., wholesale druggists, New York, and a member of one of the oldest families of this city, died August 5 at his home, 1130 Anderson avenue, Highbridge. He was 88 years old and had been connected with the Schieffelin Company for fifty-seven years, having started as a clerk and having risen to be senior member, which post he held at the time of his retirement, about fifteen years ago.

Meta H. T. Mueller, wife of Walter Mueller, office manager of Compagnie Morana, New York, died Aug. 11. Funeral services were held at her late home 92 Grove St., New York, and her body was cremated at Fresh Pond, L. I.

Would Not Be Without It.

(From Colonial Chemical Co., manufacturers of Hawkins preparations and proprietary specialties, Pittsburgh, Pa.)

Please find enclosed our check for \$2 for renewal of our subscription to THE AMERICAN PERFUMER. We think a great deal of your magazine and would not be without it.

PATENTS AND TRADE-MARKS.



NOTE TO READERS

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade-marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has not yet been granted. The "D" illustrations are described under "Designs Patented." The numbers preceded by "P" refer to "Patents Granted."

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPT.,
Perfumer Pub. Co. 14 Clift St., New York.

TRADE-MARK REGISTRATIONS APPLIED FOR.

111,284.—Victor Vivaudou, New York, N. Y. (Filed May 31, 1918. Used since May 18, 1918.)—Talc.

111,730.—Alfred J. Krank, St. Paul, Minn. (Filed June 18, 1918. Used since Jan. 18, 1918.)—A Skin-Cleansing Tonic and Massage-Cream.

113,045.—Hijos de Ybarra, Seville, Spain. (Filed Sept. 6, 1918. Used since June 5, 1918.)—Common Soap.

115,496.—Chernoff Company, San Francisco, Calif. (Filed Jan. 28, 1919. Used since May 1, 1917.)—Cosmetics—Namely, Rejuvenating-Powder, Nite-Cream, Antiseptic and Bleaching Lotion, Rouge in Paste Form, Rouge in Dry Form, Lip-Stick Rouge, Face-Powder, Liquid Powder, Acne-Cream, Whitening-Cream, Shampoo, and Cleansing-Cream.

115,523.—The Denthol Company, Louisville, Ky. (Filed Jan. 30, 1919. Used since prior to November, 1917.)—Antiseptic Mouth and Tooth Wash.

116,917.—California Soap Company, Inc., Los Angeles, Calif. (Filed Mar. 26, 1919. Used since Jan. 1, 1912.)—Soaps.

119,216—The Skat Company, Hartford, Conn. (Filed June 4, 1919. Used since Mar. 22, 1919.)—A Soap of Paste-Like Consistency.

Paste-Like Consistency.

119,909.—Lever Brothers Company, Cambridge, Mass. (Filed June 24, 1919. Used since June 18, 1919.)—Soap.

119,954.—Newton Lewis, Fort Myers, Fla. (Filed June 25, 1919. Used since Mar. 1, 1919.)—Shampoo.

25, 1919. Used since Mar. 1, 1919.)—Shampoo.
119,957.—Helen Mazierska, Buffalo, N. Y. (Filed June 25, 1919. Used since Oct. 1, 1918.)—A Hair Tonic.

25, 1919. Used since Oct. 1, 1918.)—A Hair-Tonic.
121,225.—John Clayton Waltersdorff, Menges Mills, Pa.
(Filed Aug. 2, 1919. Used since May 9, 1919.)—Food-
Flavoring Extracts.

121,336.—Easy Wash Laundry Tablet Co., Tyrone, Pa. (Filed Aug. 7, 1919. Used since June 14, 1918.)—Laundry Tablets for Washing Purposes.

122,082.—National Oil Products Co., Harrison, N. J. (Filed Aug. 28, 1919. Used since June 12, 1919)—Turkey-Red Oils, Sulfonated Castor-Oils, Sulfonated Corn-Oils, Gallipo Oils for Dyeing Processes, Oils Suitable for the Treatment of Wool and Emulsified Oils Suitable for the Treatment of Textiles.

122,345.—Davies, Rose & Co., Ltd., Boston, Mass. (Filed Sept. 5, 1919. Used since August, 1916.)—Medicinal and Toilet Preparations.

122,547.—Jose M. Pendas, New York, N. Y. (Filed Sept. 10, 1919. Used since about May 15, 1919.)—Skin-Lotion.

122,942.—Peggy Hoyt, Inc., New York, N. Y. (Filed Sept. 29, 1919. U. S. Cl. 146—142, 143.)—Puff-Traits

Sept. 20, 1919. Used since Jan. 12, 1916.)—Perfume, Toilet Water, Cold-Cream, Face-Powder, Talcum Powder, Sachet-Powder.

123,325.—Victor Vivaudou, New York, N. Y. (Filed Oct. 1, 1919. Used since Sept. 24, 1919.)—Face-Powders, Face-Creams, Perfumes, Toilet Waters, Rouges, Hair-Tonics, Dentifrices, Tooth-Powders, Nail-Polishes, Deodorizing Preparations, Brilliantines, Sachet-Powders, and Antiseptic Preparations.

123,957.—The Boyd Manufacturing Company, Inc., Bir-

125,957.—The Boyd Manufacturing Company, Inc., Birmingham, Ala. (Filed Oct. 20, 1919. Used since Mar. 24, 1915.)—Face-Creams, Peroxid Creams, Night-Creams, Talcum Powders, Face-Powders, Perfumes, and Toilet Waters.

124,036.—Constance E. Yorke, Southsea, England. (Filed

Oct. 20, 1919. Used since Oct. 17, 1917.)—A Preparation for Restoring Hair to Its Natural Color.

124,828.—American Safety Razor Corporation, Brooklyn, N. Y. (Filed Nov. 13, 1919. Used since about Jan. 1, 1913.)—Soap.

124,890.—Grand Union Tea Co., Brooklyn, N. Y. (Filed Nov. 14, 1919. Used since about 1893.)—Toilet Water, Soda, Lump-Starch, Cream of Tartar, Ammonia, Liquid and Solid Laundry Blue, Cold-Cream, and Talcum-Powder.

124,946.—Lucius H. Dancy, Holly Springs, Miss. (Filed Dec. 13, 1919. Used since Oct. 16, 1919.)—A Preparation for the Treatment for the Hair—viz., Pomade.

125,747.—Gerald M. de Waltoft, Brooklyn, N. Y. (Filed Dec. 9, 1919. Used since January, 1902.)—Tooth-Paste; Face, Hand and Lip Lotion.

126,035.—Hermo Co., Chicago, Ill. (Filed Dec. 15, 1919. Used since Oct. 1, 1916.)—Hair-Dressing.

126,276.—Henry Evans, Waco, Tex. (Filed Dec. 20, 1919. Used since Oct. 1, 1919.)—Preparation Used in the Treatment of the Skin and Hair.

126,926.—Richard Frank, New York, N. Y. (Filed Jan. 8, 1920. Used since Aug. 1, 1919.)—Flavoring Substance—Namely, Flavoring-Powders.

127,043.—Deftic Company, Inc., New York, N. Y. (Filed Jan. 12, 1920. Used since Nov. 1, 1918.)—Preparations for Treatment of the Hair and Scalp to Promote Growth of Hair, to Remove Dandruff, to Cleanse the Scalp, to Prevent Loss of Hair, and to Restore Hair.

127,277.—Angelus Co., Seattle, Wash. (Filed Jan. 19, 1920. Used since Nov. 15, 1919.)—Medicated Beautifier (Medicated Ointment Used Externally for Correcting Muddy Complexions, Sallowness, Tan, Redness, Freckles, Dry, Rough, and Irritated Skins, Pimples, Eczema, and Discolorations); Medicated Face-Powder; Medicated Face-Cream; Blackhead Remover and Preventive; Angelus Bouquet Talcum (a Talcum Powder).

127,353.—The Brown Chemical Co., St. Louis, Mo. (Filed Jan. 20, 1920. Used since Nov. 1, 1918.)—Toilet Preparations—Namely, Face-Powder, Talcum Powder, Face-Lotion, Rose Jelly, Almond Cream, Hair-Oil, Quin Hair-Tonic, Liquid Shampoo, Toilet Water, Perfume, Tooth-Paste, Massage-Paste, Cold-Cream.

127,619.—United Drug Company, Boston, Mass. (Filed Jan. 26, 1920. Used since December, 1919.)—Castile Soap.

127,878.—The George Wiedemann Company, Newport, Ky. (Filed Feb. 2, 1920. Used since Jan. 2, 1920.)—Non-Beverage Grain-Alcohol.

127,970.—Anna M. McGlumphy, Kenmore, Ohio. (Filed Feb. 4, 1920. Used since Jan. 15, 1920.)—Cold-Cream Face-Cream, Talcum and Face Powder.

128,036.—Agra Company, Detroit, Mich. (Filed Feb. 6, 1920. Used since Dec. 24, 1919.)—Talcums, Face-Powder, Perfumes, Face-Creams, and Toilet Water.

128,581.—B. Altman & Co., New York, N. Y. (Filed Feb. 19, 1920. Used since Dec. 13, 1919.)—Soap.

128,867.—Saberton Mfg. Co., Tampa, Fla. (Filed Feb. 24, 1920. Used since Oct. 1, 1919.)—Soap.

131,937.—C. G. King & Co., Providence, R. I. (Filed May 3, 1920. Used since about Apr. 27, 1920.)—Dental Paste.

132,136.—Commercial Refining Co., Charleston, S. C. (Filed May 7, 1920. Used since Apr. 22, 1920.)—Vegetable Oils.

132,663.—Swift and Company, Chicago, Ill. (Filed May 19, 1920. Used since the year 1900 on laundry soap; January, 1915, on soap chips, and April, 1916, on washing powder.)—Washing-Powder, Laundry Soap, and Soap Chips.

132,664.—The Sidney Ross Company, Inc., New York, N. Y. (Filed May 19, 1920. Used since 1913.)—Toilet Soap.

132,715.—Chas. W. Young & Co., Philadelphia, Pa. (Filed May 20, 1920. Used since May 12, 1920.)—Soap in Liquid, Powdered, Flaked, or Solid Form.

132,872.—P. Monteverde & Co., San Francisco, Calif. (Filed May 24, 1920. Used since 1914.)—Olive-Oil.

132,873.—P. Monteverde & Co., San Francisco, Calif. (Filed May 24, 1920. Used since 1914.)—Olive-Oil.

133,716.—Swift and Company, Chicago, Ill. (Filed June 14, 1920. Used since Jan. 10, 1920.)—Soap.

133,735.—Haskins Bros. & Company, Sioux City, Iowa.

(Filed June 15, 1920. Used since June, 1912.)—Soap.

134,035.—Serv-U's Grocery Products Corporation, New York, N. Y. (Filed June 22, 1920. Used since July, 1910.)—Washing-Powders and Laundry, Scouring, and Toilet Soaps.

134,140.—Taichi Nakayama, Osaka, Japan. (Filed June 24, 1920. Used since October, 1916.)—Soap and Washing-Powder.

TRADE-MARK REGISTRATIONS GRANTED.

133,276.—Olive-Oil. Daniel Mangrané, Barcelona, Spain. Filed June 9, 1919. Serial No. 119,353. Published December 23, 1919.

133,277.—Olive-Oil. Daniel Mangrané, Barcelona, Spain. Filed June 9, 1919. Serial No. 119,354. Published December 23, 1919.

133,459.—Scalp-Treatment Liquid, Face-Treatment Liquid, Skin Treatment Liquid, and Pile-Remedy Ointment. J. E. Loudenslager, Littleton, W. Va. Filed November 29, 1919. Serial No. 125,528. Published April 20, 1920.

133,460.—Washing Compound. Mab Cleaner Manufacturing Company, Salt Lake City, Utah. Filed December 17, 1918. Serial No. 114,689. Published April 13, 1920.

133,470.—Complexion-Cream. T. Noonan & Sons Company, Boston, Mass. Filed April 7, 1919. Serial No. 117,242. Published April 20, 1920.

133,492.—Soap. The Procter and Gamble Company, Cincinnati, Ohio. Filed November 13, 1919. Serial No. 124,867. Published March 23, 1920.

133,524.—Toilet Preparations—Viz., Talcum Powder. Talcum Puff Company, Brooklyn, N. Y. Filed December 30, 1919. Serial No. 126,661. Published April 20, 1920.

133,526.—Certain Named Toilet Preparations. Ida J. Tetlow, Philadelphia, Pa. Filed September 16, 1919. Serial No. 122,795. Published April 20, 1920.

133,529.—Hair-Dressing. The Tono-Scalpa Company, Inc., Richmond, Va. Filed October 11, 1919. Serial No. 123,719. Published March 30, 1920.

133,552.—Toilet Preparations for Treating the Skin. Geo. Zubrod & Co., Louisville, Ky. Filed November 26, 1919. Serial No. 125,356. Published April 20, 1920.

133,599.—Hair-Grower. Mrs. Daisy Burch, Indianapolis, Ind. Filed November 21, 1919. Serial No. 125,150. Published April 20, 1920.

133,603.—Soaps. California Soap Company, Inc., Los Angeles, Calif. Filed November 28, 1919. Serial No. 125,363. Published March 16, 1920.

133,613.—Mechanics' Soap in Bars. Cla-Loid Mfg. Co., Clermont, Iowa. Filed January 6, 1920. Serial No. 126,848. Published April 20, 1920.

133,652.—Yellow Laundry Soap. The Federal Soap Company, Columbus, Ohio. Filed November 12, 1919. Serial No. 124,788. Published April 6, 1920.

133,671.—Soap. George T. Georgis, New York, N. Y. Filed July 26, 1919. Serial No. 120,958. Published April 13, 1920.

133,684.—Dentifrice. Grand Union Tea Co., Brooklyn, N. Y. Filed October 10, 1919. Serial No. 123,636. Published February 3, 1920.

133,716.—Skin-Cream. Lamar, Taylor & Riley Drug Co., Macon, Ga. Filed November 25, 1919. Serial No. 125,287. Published April 20, 1920.

133,741.—Certain Named Foods and Ingredients of Foods. Oscar F. Mayer & Bro., Chicago, Ill. Filed February 24, 1919. Serial No. 116,099. Published January 6, 1920.

133,751.—Soaps for Cleaning and Scouring Purposes. Conrad G. Moller, New Canaan, Conn. Filed January 20, 1920. Serial No. 127,384. Published April 20, 1920.

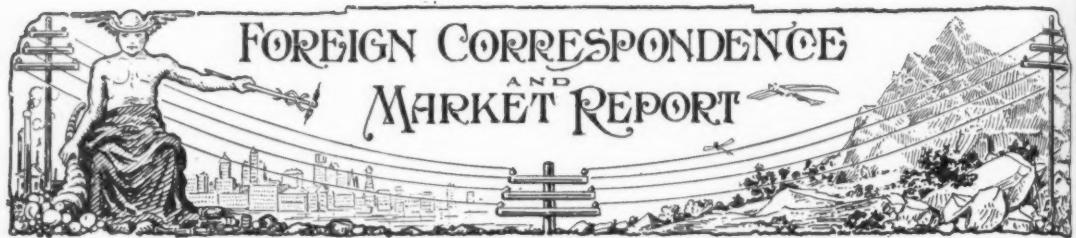
133,777.—Dentifrices. The Penslar Company, Detroit, Mich. Filed November 24, 1919. Serial No. 125,240. Published April 20, 1920.

133,787.—Soaps. Red "C" Oil Manufacturing Co., Baltimore, Md. Filed January 19, 1920. Serial No. 127,328. Published April 20, 1920.

133,842.—Washing-Powder. Henry Clay Sutton, Rising Star, Tex. Filed November 20, 1919. Serial No. 125,131. Published March 23, 1920.

133,880.—Hair-Tonic and Toilet Deodorant. John R.

(Continued on page 236)



BULGARIA.

OTTO OF ROSE.—A correspondent in Sofia, Bulgaria, writing July 7, says: "The rose harvest for 1920 has just ended, two weeks earlier than usual. The distillation lasted three weeks. Early in May there was general despair and everybody expected the very poorest crop—not even half of last year's crop. In consequence of this apprehension, the rose flowers realized a price three times higher than that of 1919. Thanks, however, to the extremely propitious weather during the whole of the harvesting season, the yield from the flowers was very rich, and the total production, instead of being only 20,000 to 25,000 ounces, turned out fully 40,000 ounces, which is only 20 per cent below last year's crop. Since 1918 the acreage of the rose plantations has decreased by 50 per cent. Although the present crop is the smallest on record, and the cost price of the new otto is high, considering the excessively high prices of other essential oils, the figures seem reasonable."

CEYLON.

CITRONELLA AND VEGETABLE OILS.—Consul Robert L. Keiser, Colombo, Ceylon, states that the vegetable oil industry of Ceylon is flourishing. Cocoanut oil exported in 1919 was 1,759,525 cwt., valued at \$10,450,000, a big increase over 1918. Of citronella oil the amount was 992,850 pounds in 1919, valued at \$298,700, a slight decrease in quantity and a small gain in value, due to higher prices.

CHINA.

ESSENTIAL AND OTHER OILS.—Hongkong reports the following exports in 1919 to the United States: Cassia oil, \$288,236, an increase over 1918 of \$164,000; aniseed oil, \$180,931, an increase of \$135,000; peanut oil, \$1,610,174, an increase of \$1,380,000.

ENGLAND.

PROPOSED TRADE BOARD FOR PERFUMERY INDUSTRY.—The chairman of the Perfumery Section of the London Chamber of Commerce has had an interview with the officials of the Ministry of Labor, and states that the Ministry is endeavoring to obtain information regarding the perfumery industry with a view to the formation of either a Joint Industrial Council or a Trade Board in connection with the industry. Proprietors of perfumery factories will afford every facility to the officials of the Ministry of Labor who wish to visit their factories for the purpose of obtaining reliable information.

FRANCE.

CHEMICAL AND OIL INDUSTRIES.—Vice Consul Davis B. Levis, La Rochelle, says: The chemical industry of France (Continued on page 236)

THE MARKET.

Essential Oils, Aromatic Chemicals, Etc.

Although the time is at hand when the influence of the fall season should be manifested in the shape of inquiries for prices and market conditions, if not in actual orders, the essential oil trade is no further advanced in this respect than it was a month ago. It is, in common with all other commercial and industrial interests, in the grip of an unusual combination of circumstances that have a paralyzing effect upon initiative or at least compels the extreme of caution in the transacting of business. No one who has need of even ordinary financial accommodation from the banks requires to be told how exceedingly difficult it is to procure. This is the great restraining influence in the essential oil as in all other branches of business enterprise, and it has a twofold effect. Not only does it compel the buyer to confine purchases to the smallest quantities of goods that will keep his business going but it impels importers and manufacturers of perfumers' raw materials, who have to meet pressing financial obligations to seek to obtain ready money by cutting the price of their goods, a process that has been going on almost uninterruptedly for weeks, with the end not yet in sight.

New complications arise to replace the old ones that have been unsettling business since the armistice was signed, with its promise of immediate peace and an early restoration of stability for the world's commerce. Not since the days immediately preceding the great war has there arisen a cause so disturbing to confidence as the Russo-Polish complication, with its promise of a conflict almost if not as wide flung in its consequences as that precipitated by the ambitions of Central European autocracy. The situation is rendered the more disturbing by the divergence of policy of the two chief entente governments, entailing the greater conservatism on the part of business for fear of the consequences of a lack of harmony.

In the essential oil market, in addition to natural seasonal influences affecting supply and demand, financial and political unrest have succeeded labor and transportation troubles as the main cause of the heavy shrinkage of market values of a large majority of the commodities on the list, but notwithstanding this they have in most cases still a very long way to go before the price levels of pre-war days are again approximated.

Aromatic Chemicals.

A pronounced slackening of trade has occurred in the market for aromatic chemicals during the past month, a condition not unique for this time of the year, but in this instance emphasized by the unwillingness of manufacturing consumers to go on paying the phenomenally high prevailing prices for anything that is not absolutely necessary in current operations. Except in the case of one or two commodities which on account of cheaper raw materials have declined, as thymol and citral, prices remain at extreme high levels. On the other hand the almost steady upward movement of prices that has been going on for months past appears to have been checked, although the underlying conditions that produced the advance have not materially changed. Production of nearly everything on the list continues far below normal, either because of the in-

(Continued on page 236)

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS

Almond, Bitter, per pound	\$9.00-\$10.00	Origanum .....	.60- 1.00	Eucalyptol	1.40
Almond, S. P. A.	9.50-10.50	Orris Root, concrete, foreign	5.50- 5.75	Eugenol	6.50- 6.75
Almond, Artificial	1.10- 1.30	Orris Root, concrete, domestic	5.25- 5.50	Geraniol, domestic	4.00- 4.50
Almond, Sweet, True .....	.75- .85	Orris Root, concrete, mestic	40.00-45.00	Geraniol, foreign	5.00- 5.25
Almond, Peach-Kernel..	.45-.55	Orris Root, absolute (oz.)	6.75- 7.25	Geraniol from citronella	4.75- 5.00
Amber, Crude	1.40- 1.50	Parsley	22.50-25.00	Geranyl Acetate	8.00
Amber, Rectified	1.85- 1.95	Patchouly	2.25- 2.50	Heliotropin, domestic	5.25-5.75
Amrys balsamifera	7.00- 7.50	Pennyroyal, American	2.00- 2.15	Indol, C. P. ....(oz.)	20.00
Anise	1.15- 1.20	Pennyroyal, French	7.00- 7.25	Iso-Butyl-Salicylate	nominal
Anise, Lead free	1.35- 1.50	Peppermint	7.50- 8.00	Iso-Eugenol	9.25-12.00
Aspic (spike)	2.75- 3.00	Peppermint, redistilled	6.00- 6.50	Linalool	13.00-13.50
Bay, Porto Rico	4.25- 4.50	Petit Grain, So. American	9.25- 9.50	Linalyl Acetate	9.50-10.00
Bergamot, 35-36%	6.00- 6.50	Petit Grain, French	4.25- 4.50	Linalyl Benzoate	nominal
Birch (Sweet)	5.75- 6.00	Pimento	2.25- 2.50	Methyl Anthranilate	14.00-16.00
Birchtar, Crude .....	.90-.95	Pine Needles, from Pinus	nominal	Methyl Cinnamate	8.25-9.50
Birchtar, Rectified	2.50- 2.60	Sylvestris	9.00-12.00	Methyl Heptenone	9.00-11.00
Bois de Rose, Femelle	10.50-11.00	Rose, Bulgarian ..(ounce)	15.00-18.00	Methyl Heptine Carbon ..	125.00-140.00
Cade	1.10- 1.15	Rose, French ..(ounce)	1.50- 1.60	Methyl Paracresol	16.00-25.00
Cajeput .....	.80-.85	Rosemary, French	1.10- 1.20	Methyl Salicylate .....	.75-.80
Calamus	12.00-15.00	Rosemary, Spanish	4.25- 4.50	Mirbane, rect. drums .....	.19-.21
Camphor, Jap, "white" ..	.60-.65	Rue	5.25	Musk Ambrette	90.00-110.00
Cananga, Java	5.50- 5.75	Sage	nominal	Musk Ketone	55.00-60.00
Cananga, Java, Rectified ..	6.00- 6.25	Safrol	1.00-	Musk Xylene	13.00-15.00
Caraway Seed	3.50- 4.00	Sandalwood, East India	11.00-11.50	Nonylic Alcohol	nominal
Cardamom	25.00-27.00	Sassafras, artificial .....	.85-.90	Phenylacetaldehyde	30.00-40.00
Carvol	10.00-11.00	Sassafras, natural	1.90- 1.95	Phenylethylic Alcohol ..	35.00-45.00
Cassia, 75-80% Technical ..	1.65- 1.70	Savin, French	6.25- 6.50	Phenylacetic Acid	10.00-15.00
Cassia, Lead Free	1.95- 2.00	Snake Root	24.00-25.00	Rhodinol, domestic	nominal
Cedar Leaf	1.60- 1.65	Spearmint	10.50-11.00	Rhodinol, foreign	25.00-30.00
Cedar Wood .....	.65	Spruce .....	.85-.90	Skatol, C. P. ....(oz.)	57.00
Celery	20.00-22.00	Tansy	7.50- 8.00	Terpineol, C. P., domestic ..	1.40- 1.50
Cinnamon, Ceylon	27.00-28.00	Thyme, French, red	1.85- 1.90	Terpineol, C. P., imported ..	nominal
Citronella, Ceylon .....	.75-.80	Thyme, French, white	2.00- 2.25	Terpinyl Acetate	3.50-3.75
Citronella, Java	1.30- 1.35	Thyme, Spanish, red	1.85- 2.00	Thymol	11.50-12.00
Cloves, Zanzibar	2.80- 2.85	Vetiver Bourbon	13.50-14.00	Vanillin .....	.95- 1.00
Cloves, Bourbon	3.00- 3.25	Wintergreen (genuine	nominal	Violet, artificial	14.00-18.00
Copaiaba .....	.85-.90	gaultheria)	nominal		
Coriander	35.00-40.00	Wormseed	9.25- 9.75		
Crotton	1.25- 1.50	Wormwood	13.00-13.50		
Cubeb	7.75- 8.00	Ylang-Ylang, Bourbon	16.00-18.00		
Cumin	9.00-10.00	Ylang-Ylang, Manila	35.00-40.00		
Erigeron	7.00- 8.00				
Eucalyptus, Aus. 70% ..	.65-.75				
Fennel, Sweet	2.75- 3.00	AROMATIC CHEMICALS			
Geranium, African	9.50-10.00	Acetophenone	6.25-8.00		
Geranium, Bourbon	8.50- 9.00	Amyl Salicylate, dom...	2.25-2.50		
Geranium, Turkish (palma	4.75- 5.00	Amyl Salicylate, for...	7.00-8.00		
Ginger	8.00- 8.50	Anethol	2.50-2.75		
Gingergrass	3.25- 3.50	Anisic Aldehyde, foreign ..	12.00-15.00		
Guaiac (Wood)	6.00- 6.25	Benzaldehyde, domestic ..	1.50		
Hemlock .....	.80-.90	mestic	2.40-2.50		
Juniper Berries, Rectified ..	4.75- 5.00	Benzyl Acetate, domestic ..	2.50		
Lavender, English	24.00	Benzyl Acetate, foreign ..	5.50-5.75		
Lavender, Fleur	11.00-11.50	Benzyl Alcohol	2.75-3.25		
Lavender, Spanish	3.00- 3.25	Benzyl Benzoate	4.50-5.00		
Lemon	1.50- 1.70	Borneol	3.50		
Lemongrass	3.50- 3.75	Bornylacetate	5.00- 6.00		
Limes, Distilled	2.00- 2.25	Bromstyrol	10.00		
Limes, expressed	7.50- 7.75	Cinnamic Acid	7.25-7.50		
Limale	7.00- 7.50	Cinnamic Alcohol	36.00-40.00		
Mace, distilled	1.50- 1.60	Cinnamic Aldehyde	5.50		
Mustard, genuine	27.00-30.00	Citral	7.50- 8.00		
Mustard, artificial	4.75- 5.00	Citral C. P.	12.25-13.25		
Neroli, petale "Bigarde" ..	200.00-350.00	Citronellol, domestic	16.00-18.00		
Neroli, Bigarde	150.00-250.00	Citronellol, foreign	25.00-30.00		
Nutmeg	1.45- 1.55	Cumarin, natural	6.50-7.00		
Opoponax	nominal	Cumarin, artificial, dom..	8.00-8.50		
Orange, bitter	7.50- 8.00	Cumarin, artificial, for...	nominal		
Orange, sweet, West Ind.	8.50- 9.00	Diphenylmethane	2.25-2.50		
Orange, sweet, Italian	8.75- 9.25	Diphenyloxide	2.00-2.50		
		Ethyl Cinnamate	8.00-10.00		

	BEANS	
Tonka Beans, Para	1.10-1.15	
Tonka Beans, Angostura ..	1.75-2.00	
Vanilla Beans, Mexican ..	4.25-5.50	
Vanilla Beans, Cut	3.50-3.75	
Vanilla Beans, Bourbon		
whole	3.00- 3.25	
Vanilla Beans, Bourbon		
cut	2.85- 3.20	
Vanilla Beans, Tahiti yellow		
label	nominal	

	SUNDRIES	
Alcohol, cologne spirits,		
gallon	6.00- 7.00	
*Ambergris, black ..(oz.)	8.00-12.00	
Ambergris, gray	27.50-30.00	
Chalk, precipitated .....	.04-10	
Civet, horns	3.00- 3.25	
Lanolin hydrus .....	.15-.20	
Lanolin anhydrous .....	.20-.25	
Menthol	7.00- 7.25	
*Musk Cab. pods. (oz.)	18.00-20.00	
Musk, Cab., grains. (oz.)	28.00-30.00	
Musk, Tonquin, pods (oz.)	35.00-40.00	
Musk, Tonquin, grains (oz.)	49.00-50.00	
Orris Root, Florentine,		
whole .....	.14-.16	
Orris Root, powd. & Gran.	.18-.20	
Rice Starch .....	.20-.25	
Talc, Italian	50.00-55.00	
Talc, French	35.00-45.00	
Talc, domestic	18.00-20.00	

*Nominal.

THE MARKET.

(Continued from page 234)

ability of manufacturers to procure raw material in sufficient quantity, or on account of labor conditions at points of origin.

Except indirectly the trade in aromatic chemicals is not affected by the financial stringency or the widespread political unrest. It feels the influence only through the effect it has upon business in general, in the reduced purchasing capacity of the country produced by an era of economy, succeeding a period of extravagant expenditure. The prosperity of the industry, however, has not been seriously impaired, and with the return of settled normal conditions which economists believe are rapidly approaching, the trade should have no reasonable cause for complaint of the state of business.

Vanilla Beans.

The consumption of vanilla beans appears to have suffered little from the general business depression and the spirit of economy which is manifested by the public in purchasing of wearing apparel and other commodities on which for the past couple of years money has been lavishly expended. It is true that in this as in all lines of trade buyers are proceeding cautiously, being careful not to overstep the bounds indicated by their actual requirements of the moment. While no recession of prices has occurred, conservative dealers do not look for an advance, although the prospects are that consumption will continue on the unprecedentedly large scale of the past year, while there is held to be no probability of a material increase of the world's supply in the coming season. The situation in tonka beans presents nothing new, demand being as large as ever, and the tone of the market strong.

FOREIGN CORRESPONDENCE.

(Continued from page 234)

continues to attract large amounts of capital and it is evident that it will become one of the leading industries of the country. Among recent company incorporations is found that of the Societe Alsacienne de Produits Chimiques, with 16,000,000 francs capital to take over the former German-owned Kesther establishments at Thann-Mulhouse (Alsace) in addition to a large modern plant at La Rochelle, formerly making war chemicals, which will now be used for the manufacture of synthetic camphor, sulphates of copper and potash, and a trade-marked brand of buterine.

Among the late incorporation of companies to deal in chemicals and oils and its capitalization is the Societe Pax (essential oils and other chemical products), 1,000,000 francs. The soap and similar industries are expanding and many new companies are being formed. The Syndicat de l'Industrie Chimique-Pharmaceutique has been organized to serve as a general center of action to study and foster the interests of its adherents and is allied with the Syndicat General des Produits Chimiques.

SPAIN.

EXPORTS OF OILS AND SOAP.—Consul Gaston Smith, Málaga, Spain, reports a heavy falling off in the exports of olive oil to the United States in the first half of 1920, being from 2,150,225 to 483,657 gallons in quantity and from \$4,096,085 to \$1,339,010 in value of export. This decline was due to delay in the issue of the olive-oil export permits by the Spanish Government, and it is probable that the shipments of oil during the succeeding six months will in great measure offset this loss.

Essential oils advanced from 151,559 pounds, valued at \$133,624, to 189,747 pounds, valued at \$180,691. Castile soap

sent to the United States dropped from 195,425 pounds (\$25,452), to 43,971 pounds (\$6,781).

There is little demand for olive oil from European countries, and the United States and some South American countries are the only ones willing to buy.

TURKEY.

PERFUMERY AND SOAP.—A consular report lists perfume and soap among numerous articles for which there is a "great demand in Turkey." It is desired to exchange imported articles for local products.

TRADE-MARK REGISTRATIONS GRANTED.

(Continued from page 233)

Watkins, Norfolk, Va. Filed November 22, 1919. Serial No. 125,212. Published April 20, 1920.

133,885. Hair-Grower. John J. Zofsk, Greensburg, Pa. Filed April 3, 1919. Serial No. 117,148. Published April 20, 1920.

133,982. Soaps and Soap Powders. Grain Soaps Corporation, Dover, Del., and Jersey City, N. J. Filed January 8, 1920. Serial No. 126,932. Published May 4, 1920.

134,010. Hand-Washing Compounds. Andrew J. Leonard, West Branch, Mich. Filed December 30, 1919. Serial No. 126,642. Published May 11, 1920.

134,031. Powder to be Used as a Washing Preparation. The Mills Brothers Company, Cincinnati, Ohio. Filed January 19, 1920. Serial No. 127,116. Published May 11, 1920.

134,032. Soaps. Conrad G. Moller, New Canaan township, Fairfield county, Conn. Filed April 16, 1919. Serial No. 117,536. Published April 27, 1920.

134,064. Washing Preparation in Powdered Form. Randolph Joseph Peska, Chicago, Ill. Filed October 10, 1919. Serial No. 113,067. Published March 25, 1919.

134,123. Laundry Soap. West Coast Soap Co., Oakland, Calif. Filed April 23, 1919. Serial No. 117,788. Published May 11, 1920.

134,145. Compounded Auto-Wash Used as a Cleaner. The Woodtite Laboratories, Modesto, Calif. Filed May 15, 1919. Serial No. 118,720. Published May 11, 1920.

PATENTS GRANTED.

1,346,897. Collapsible Tube. Clifford G. King, Providence, R. I. Filed February 20, 1920. Serial No. 360,205. 5 Claims.

3. A collapsible tube, comprising a nozzle, a removable longitudinally-slidable cap in said nozzle, said cap having a side delivery-opening and a flanged head, the inner end of said cap being slotted and provided with projections arranged to engage the inner surface of said nozzle, and a cap threaded to said nozzle and arranged to lock the slidable cap in closed position.

1,349,530. Treatment of Soapy Liquors. Charles L. Peck, New York, N. Y., assignor to The Dorr Company, a Corporation of Delaware. Filed July 1, 1919. Serial No. 308,053. 11 Claims.

1. The method of treating soapy liquors which comprises coagulating the soapy matter, removing the coagulated matter from the liquid by a flotation treatment, and treating the floated matter for the recovery of organic substances; substantially as described.

2. The method of treating waste liquors containing soapy or soap-making organic matter which comprises converting said matter into coagulated particles having selective attraction for gas bubbles, subjecting the liquor to the action of gas bubbles and entrapping the coagulated matter thereby and causing it to float by the buoyant action thereof, removing the floating matter from the liquid, and treating the floated matter for the recovery of organic substances therefrom; substantially as described.

DESIGN PATENT.

55,988. Bottle. John L. Dunnock, Baltimore, Md. assignor to Compania Nacional de Perfumeria, Havana, Cuba. Filed January 12, 1920. Serial No. 351,057. Term of patent, 7 years.

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PROCTER & GAMBLE SELLING POLICY.

The new sales policy of the Procter & Gamble Co., in selling directly to the retail trade, has aroused considerable comment, especially in the wholesale trade. Now comes to hand a bulletin from the Illinois Wholesale Grocers' Association. Contained therein is a reprint of correspondence between a "prominent jobbing concern," and the Procter & Gamble Distributing Co. It is instructive as showing not only the firm point of view of a certain grocer, but also the reluctance of the P. & G. Company to give up the jobber patronage.

The latter development is evidenced by the following extract from a P. & G. letter, as quoted in the Illinois Association bulletin:

"We have for attention your favor of June 2 asking that we cancel your order governing the carload of soap which you have on file with us. We beg to say that while we have instructed our factory to withhold shipment of this car to you, we are not actually canceling same until our representative has had an opportunity to personally call upon you, it being our feeling that possibly at that time you may decide that you prefer to have this car come forward the same as practically all of the wholesale grocers are having us do.

"I further beg to advise you that if it is agreeable to you, we would be very pleased to have our salesmen continue to take any orders that may be offered them through you for our soaps, washing powders and Crisco in less than 5-box lots, it being understood that they would be sold on the basis of the first column of our price list and that you in turn would agree to fill such orders promptly or at the time the order called for.

"Awaiting the pleasure of hearing from you as to your decision on this matter, and assuring you that our representative will call on you at the earliest opportunity, and with much appreciation for your past favors, and the kindest regards of the writer, we are,

"Yours very truly,

"THE PROCTER & GAMBLE DISTRIBUTING CO."

To the above suggestion the grocery jobber sent the following answer:

"Replying to your letter of July 8 with regard to the cancellation of carload of soaps we had on order for you. By reason of the change in your selling policy we feel we have a perfect right to cancel this order, and must ask you to carry out our instructions.

"With regard to your advice that other wholesale grocers had their orders come through, this is contrary to our ideas of the matter. The circular from the Cincinnati office under date of June 25 advises us that you will market your products to the retail trade throughout the United States. We have therefore taken them at their word and have for our firm decided that when our present stocks are exhausted we shall not replace them."

The same jobber sent to his salesmen a full statement of his position in the matter, parts of which are as follows:

"We believe time and experience will show the P. & G. Company that they have made a grave error of judgment

in repudiating the services of the wholesale grocer as their most economical means of reaching the retailer.

"We want to enlist the enthusiastic interest of every man on our sales force in helping to demonstrate to the P. & G. people their error of judgment by interesting himself in goods of similar character made by manufacturers who are using the wholesale grocer as their channel of distribution to the retail grocery trade.

"Were every manufacturer to adopt the same attitude as the P. & G. Company it would, we believe, greatly increase the cost of goods to the retail grocery trade, and the consumer.

"We feel that every wholesale grocery salesman should pick up the gauntlet flung down by the P. & G. Company and throw it back in their face as an evidence that the battle is on against the goods of the P. & G. Company, realizing full well that the possession of the modest volume of business we have been able to give the P. & G. Company is not necessary to their success as manufacturers, but also wishing them to know that we feel that the sale of their products is in no wise necessary to our success as wholesale grocers.

"We will dispose of our stock of P. & G. goods on hand and not replace them."

In view of developments of recent date several large soap manufacturers have hastened to assure the wholesalers' associations of their intention to retain present sales policies. A letter from a nationally known manufacturer which is regarded as typical follows:

"To the Wholesale Grocery Trade of the United States:

"We believe that the wholesale grocery business as a business is fundamentally right and economically sound. We believe one has but to point to the tremendous growth of the wholesale grocery business to prove these facts beyond dispute.

"We believe that any business which by its loyal cooperation and support has aided * * * Company in the development of its business is justly entitled to our continued steadfast support.

"We announce that we will in the future, as in the past, continue to distribute our products to the retailer through the jobber.

"This is a declaration of the policy of * * * Company.

R. H. Bennett, in his trade letter of July 13, advises, now that the battle is on, that all jobbers proceed to keep actual statistics showing the exact importance in his business of the P. & G. products and also of the displacing goods. Only by such records can the outcome of the contest be gauged. Continuing, Mr. Bennett declares that the grocers have drawn first blood in the campaign and that P. & G. are now out, "approaching one jobber after another with an offer to give them 'exclusive sale' on their products in less than five box lots, provided the jobber will stock their goods on the 100 box list and fill the orders P. & G. do not choose to ship direct.

"As one jobber who was approached puts it: 'Evidently P. & G. think the jobbers in the West will be the same bunch of "sucker" that the jobbers were in the East, viz., continue to handle their goods in 100 box lots. In this way they hope to "play both ends from the middle."'"

MAKING OF LIQUID OLEIN SODA SOAP.

By WALTER BRUCKHAUS, CHEMIST, KREFELD.

Iron kettles or wooden vats containing a coil for direct or indirect steam, or both, are best suited for the production of olein soda soap. The vessel has to be 25 per cent larger than the quantity of soap to be manufactured by each operation. For instance, if 300 kilograms or liters of soap are to be produced the kettle should have a capacity of about 400 kilograms. The kettle or vat has to be measured and gaged, so as to mark the point indicating the quantity of soap to be made plainly.

Manufacture: Fifty to eighty per cent of the water used is introduced into the vessel. Then the lye is added and the mixture heated to the boiling point. As soon as the water and lye begin to boil the previously liquified olein is added gradually. Thirty minutes are generally sufficient for the complete saponification of a special olein.

If a sample is taken from the boiling mixture immediately after the olein has been added and quickly held against the light in a test tube small globules are seen to rise from the bottom. These globules are unsaponified fat. Should they still appear after the soap has been boiling for thirty minutes there is a possibility that the mixture does not contain enough caustic soda. The lack or excess of caustic soda is determined by a test with phenolphthalein solution which may be bought ready for use at the drug store, or prepared by dissolving phenolphthalein powder at the ratio of 1:100 in 90 to 95 per cent alcohol. If a few drops of this solution do not produce a pink color in the soap sample, although the fat globules are still present, the lack of caustic soda is proved.

In this case 50 to 200 grams of caustic soda lye, according to the quantity, are added to the soap and the boiling is continued thoroughly. Usually the fat globules disappear after ten minutes of boiling and the soap sample shows a slight red color after phenolphthalein has been added. Too much caustic soda has been added, if the color becomes intensively dark red. This can be corrected by an addition of 50 to 100 grams of olein, but as the soap has to be boiled again and the saponification of the added olein proves difficult it is better to exercise care in adding the soda lye, and to ascertain by repeated tests whether the saponification is completed and the soap has become sufficiently alkaline. The properly prepared soap reacts weakly pink, when treated with phenolphthalein and must not show any fat globules. The hot soap has to be perfectly clear.

With the special olein the manufacture is very simple and the possibilities mentioned above have only been discussed to avoid inquiries.

The test boilings should be chemically examined in the same manner as the finished soap. For the manufacture on a large scale it is only necessary to examine the first result obtained from a considerable quantity of the olein purchased. If this test proves satisfactory the rest of the olein may be used in the same manner without any further tests.

Mixtures: To produce 500 kilograms of soap with 10 per cent fatty acid about 450 liters of water, 20 to 20.3 kilograms of caustic soda lye 40° Bé. and 50 kilograms of olein are necessary. For 500 kilograms of soap with 15 per cent fatty acid (most commonly used): 390 liters water, 30 to 30.5 kilograms caustic soda lye 40° Bé. 75 kilograms olein.

For 500 kilograms soap with a fat content of about 20 per cent: 380 to 400 liters water, 40 to 40.6 caustic soda lye 40° Bé. and 100 kilograms olein.

In conclusion I desire to give a few hints: Stirring is almost unnecessary, if the boiling is carried out with direct steam, but the mixture has to be stirred energetically, if indirect steam is used. Should the soap rise too strongly the steam is turned off for a moment, or cold water is introduced, but the boiling should not be interrupted, if this can be avoided. The use of direct or indirect steam increases or decreases the volume of water and the proper quantity has to be regulated at the conclusion of the operation. The dye works generally use the formula: 6 l=1 kg. solid soap with 60 per cent fatty acid.—From *Seifenfabrik-Zeitung*, vol. 47, No. 10, April 9, 1920. Page 233.

A FEW PROBLEMS OF CLEANSING.

By S. A. SHORTER.

The strength of the soap solutions to be used for cleansing is given as 0.4% at the most. Solutions of 0.2-0.3% showed the best action in a test of soap solutions in regard to the stability of fine suspensions. Enough alkali has to be used to form a sufficiently strong soap solution. If the alkali used for cleansing is too strong the soap solution cannot be formed and the little emulsion drops are coagulated. This coagulation seems to set in at a concentration of between 1 and 2%, if oils are shaken with alkali in a flask or test tube. With strong alkali the shaking at first results in an emulsion, but the coagulation of the drops begins in a few seconds. An addition of soap reduces the coagulation, and by adding alkali gradually a better emulsion and a better cleansing action are obtained. Soap solutions become exhausted through the removal of the soap from the solution, or an excess of dirt and fat. The drops of the emulsion cover themselves with a layer of soap, and if the drops are sufficiently fine a considerable quantity of soap is removed in this manner.—From *Chemisches Zentralblatt*, vol. IV., Nr. 4.

TO DETERMINE WATER IN SOAP.

A new method for the determination of the water in soap and soap powder. URTZ.—The author discusses the formerly used conventional method, the rapid method of Fahrion and the method of Budde. The new process is based on the adaptation of Mai's and Reichenberger's method for the determination of water in cheese for soap and soap powder. Soaps treated with sugar are excluded from the determination, because the sugar is easily decomposed by heating and the water content would then be too high. Instead of petroleum the parts obtained by fractional distillation of petroleum at 150° may also be used. The danger of fire in case of an explosion of the tube has to be guarded against. Defects caused by the inclusion of water in soap particles, as with the conventional method, are impossible. The process can be carried out quickly and simply.—*Seifenfabrikant*, 1919, vol. 39.

Cannot Do Without "The Perfumer."

(From the Sperry Co., Manufacturers, Cortland, N. Y., R. 4.)
We are enclosing check for \$2 to renew our subscription to THE AMERICAN PERFUMER, as we cannot dispense with so valuable a journal.

MANUFACTURE OF SOAP POWDERS*

By H. HOELEMANN

The German soap industry finds itself compelled by the dependence upon the supply of foreign oils and fats and the difficult financial situation to continue the manufacture of "stretched" soaps and soap products for an indefinite time, although the draconic government control has been abolished. Impoverished by the war the great mass of the population will prefer a moderately priced soap of 35 to 40% fatty acid content, which may still be very serviceable and harmless to the clothes, if prepared in the proper composition. Under the circumstances it is almost incomprehensible that the large trade organizations have not yet started to turn out filled soaps of this kind, at least as far as suitable fats can be procured. The manufacturers would be able to place a cake of soap within the reach of much larger circles of the population which now is compelled to buy the expensive foreign soaps, because no equivalent German products are to be had. Permission for the manufacture of a stretched barrel soda soap under certain conditions should also be considered. This soap does not harm the clothes and has more cleansing power than the substitutes. It is a well-known fact that most of the detergents do not come up to the standard fixed by the regulations as far as their composition is concerned.

The high prices of fats of all kinds will cause a great increase of the consumption of soap products which are poor in fats, but still effective. Soap powders especially will be in greater demand than ever before, as the economic situation makes the utmost restriction of the use of fats imperative. In foreign countries the high fat prices have already resulted in a large increase of the consumption of soap powders. A short article on the manufacture of soap powders will therefore be read with interest in many quarters.

The base of all soap powders—I only speak of those which are intended for washing and cleansing purposes—is a soap paste to which calcinated soda is added for the absorption of water and to transform the product into a crystalline, dry substance which can be ground. The cleansing value of a soap powder depends upon the percentage of the fatty acid content, the quality of the used fatty acids and the purity of the powder. Usually the fatty acid content varies between 10 and 40%, while the content of anhydrous soda amounts to 25 to 50%. Palm oil and cocoanut-oil soaps, which are easily soluble and may, under certain conditions, be used in connection with tallow, bone-fat and olein soaps, furnish the best lathering soap powders, but the lathering capacity of powders obtained from tallow, bone-fat and olein soaps is less pronounced. The soda content of the powders softens the water, so that the soap content comes into full action. To this is added the cleansing effect of the soda, which, next to potash and ammonia, is the mildest alkali and in weak solutions affects the fiber of the clothes hardly more than soap.

Many powders also contain sodium sulfate and water glass, to stretch the lacking calcinated soda. While a certain cleansing value cannot be denied to soluble glass on

account of its mildly alkaline character and a moderate content of soluble glass does not harm the fibre of the clothes the sulfate has to be considered only as a filler. It has no cleansing effect whatever, acts like sodium chloride in the washing lye and interferes with the dissolving and colloidal actions of the soap and the calcinated soda. Another disadvantage is that the commercial sulfates mostly contain iron compounds, which produce rust spots in the clothes or cause the latter to turn yellow. The iron can only be made harmless by a larger addition of water glass, so that the iron is fixed by the separating silicic acid when the powder is dissolved in water. In this manner the silicic acid and iron are removed by the rinsing process before they can settle on the clothes. An iron content of more than 0.4% renders a sulfate unfit for the manufacture of soap powder. It should only be used in solutions from which the iron combinations have previously been precipitated. The grinding of soap powders containing sulfate is often difficult in summer, because crystallized sulfate melts in its own crystal water at about 30°C. Sulfate therefore is an entirely unsuitable stretching medium for soap powders and its use can only be excused by the great shortage of calcinated soda. An addition of sodium chloride is equally objectionable, the salt makes the powder moist and sticky and interferes even more with the dissolving and emulsifying properties of the soap and soda.

It is often claimed that the cleansing action of soap powder may be increased by additions of ammonium chloride or oil of turpentine. Additions of this kind, however, are mostly valueless, because ammonium chloride and turpentine evaporate very quickly and have generally disappeared completely by the time the powder is used.

Addition of oxysalts, which are said to exert a bleaching action, have the same disadvantage. The decomposition of the oxysalts only proceeds slowly in pure soap powders which are carefully prepared by experts and stored in an entirely dry room. Only under these conditions will be powders contain sufficiently active quantities of oxygen until they are used. The oxysalt is mixed with the finished soap powder.

In a general way the manufacture of the soap powders is simple enough, but the production of a uniformly good powder nevertheless requires experience, attention and conscientious execution of the necessary work. After a soap paste has been prepared the necessary quantity of calcinated soda, soluble glass, etc., is gradually added, while the mixture is kept in motion by stirring. The stirring or mixing apparatus is kept running until the mixture has become homogeneous. Then the substance is poured into iron frames, or upon a concrete or flagstone floor, permitted to cool and finally ground. Where the mixing or stirring apparatus is lacking the mixture has to be worked with hoes and shovels on a smooth floor, until it forms a homogeneous, thick paste. Otherwise it will solidify into a substance which is as hard as stone and can only be ground with difficulty. The mixture only begins to thicken after it has cooled considerably, especially if the soap content is small. To avoid a long period of stirring, care should be taken that the mixture is not heated

*From *Seifensieder-Zeitung*, vol. 47, No. 6, February 27, 1920; p. 135.

too much in the beginning. The temperature can easily be regulated by adding a part of the water and the soluble glass after the soda, to cool the heated soap paste.

When cooled the substance is removed from the frames or the floor, broken into small pieces with a hammer or with the aid of a machine and ground to powder in a mill. The use of a breaker is to be preferred, because the substance can be reduced to smaller pieces quickly. This saves time and the capacity of the mill is greatly increased.

During the last few years several methods for the production of a porous soap powder substance which can be ground easily have been introduced, and also systems for the cooling of the soap powder mixture with water and the production of finished powder from the liquid mixture by spraying and cooling by air. These methods, which all are carried out in specially constructed and patented apparatus, mention only briefly. They are undoubtedly very important and represent a great progress.

If the soap paste is prepared from finished soap—the most advisable method—the required quantity of grain soap is melted in a part of the water with some of the calcinated soda. Then the heat is turned off and the calcinated soda, the lacking water and the soluble glass are added under vigorous stirring. The stirring is continued until a homogeneous substance is obtained, which then is treated as described above.

In the preparation of the soap paste from fatty acids the complete saponification of the fats is of the utmost importance and care has to be taken that the paste does not contain any considerable excess of caustic soda. After the required quantity of lye has been heated in a boiler with a part of the water and the calcinated soda the fatty acid is stirred in and the clear soap glue made weakly alkaline. Then the fire is removed and the rest of the calcinated soda added. The further treatment is the same as described above.

In the following is given the composition of a few soap powders with various fatty acid contents, produced from grain soap and fatty acid:

With about 40% fatty acid content.

FROM GRAIN SOAP.	FROM FATTY ACID.
65 parts grain soap,	40 parts fatty acid,
12 parts water,	20 parts soda lye 40°Bé,
28 parts calcinated soda.	17 parts water,

28 parts calcinated soda.

With about 30% fatty acid content.

48 parts grain soap,	30 parts fatty acid,
24 parts water,	15 parts soda lye 40°Bé,
33 parts calcinated soda.	27 parts water,

33 parts calcinated soda.

With about 20% fatty acid content.

32 parts grain soap,	20 parts fatty acid,
32 parts water,	10 parts soda lye 40°Bé,
41 parts calcinated soda.	34 parts water,

41 parts calcinated soda.

With about 10% fatty acid content.

16 parts grain soap,	10 parts fatty acid,
42 parts water,	5 parts soda lye 40°Bé,
47 parts calcinated soda.	43 parts water,

47 parts calcinated soda.

These formulæ are not to be considered as rigid formulas which have to be followed under all circumstances. Cer-

tain conditions may make modifications desirable. For instance, the quality of the fatty acids is liable to permit a larger water content, or require a higher content of soda. If the substance is properly mixed the grinding process should neither be accompanied by smearing nor by excessive dust. In the first case the water content would have to be somewhat reduced and the soda content correspondingly increased, while too much dust indicates the necessity of a correction in the other direction.

PHILIPPINE OIL COMBINATION.

British interests have assumed control of the three largest coconut oil companies in the Philippines, which have been consolidated into the Philippine Refining Corporation, with a capital of \$10,000,000. Lord Leverhulme, chairman of the board of directors of Lever Brothers, Ltd., of England, becomes chairman of the board of the Philippine Refining Corporation.

Among the directors of the new concern are Dean C. Worcester, Carl W. Hamilton, Emilio Aguinaldo and Orville C. Sanborn, the latter representing the Lever Brothers. The concerns taken over by the Philippine Refining Corporation are the Visayan Refining Company, the Rizal Refining Company and the Philippine Refining Company.

Oil Palm Cultivation in the Malay Peninsula.

Consul General Edwin N. Gunsaulus, Singapore, Straits Settlements, states that a considerable trade is being developed in Europe for palm oil, and advises that the Government of Negri Sembilan, Federated Malay States, announced that on and after July 1, 1920, it would be prepared to consider applications for land on favorable terms for the cultivation of the African oil palm in that part of the State lying to the east of the Gemas-Kuala Lipis railway line.

Caustic Soda Plant to Be Started in Australia.

At Edithburgh, Yorke Peninsula, South Australia, there are huge salt deposits, which are being exploited by the Standard Salt & Alkali, Ltd. New importance has been lent to the industry by the decision of this company to embark on the manufacture of caustic soda, chlorine and other products, and the company hopes to be able to supply all of Australia's requirements in the near future.

Vegetable Oils in Palestine.

The chief vegetable oils in Palestine are sesame and olive oils, both of which were exported in moderate amounts before the war, olive oil preponderating. The olive-oil industry has suffered severely during the war, and it is estimated that it will take 50 years to recover. The oils are extracted by primitive methods, but very little modern machinery is in use.

Chinese Buying and Making More Soap.

As a result of the ever-increasing use of soaps by the Chinese, there has been a large increase in China's import trade in this commodity. Also, soap making has become a considerable Chinese industry. Many small native soap factories have sprung up in various parts of China. They produce only cheap and inferior product.

Vegetable Oils in Western French Africa.

The vegetable oil industries of Western French Africa, which suffered heavily during the first three years of the war, have lately resumed production in quantity.

Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

PRODUCTION OF POTASH IN U. S.

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In complete returns thus far received from the producers by the United States Geological Survey, Department of the Interior, indicate that 110,309 short tons of crude potash salts, containing 30,899 short tons of available potash (K_2O), valued at \$7,889,440, was produced in the United States by 73 firms in 1919. These figures are lower than those given by the United States Potash Producers' Association printed on page 149 of our June issue.

In 1918 there were 128 firms operating plants, which produced 207,686 short tons of crude material containing 54,803 short tons of available potash (K_2O). In 1917 only 95 firms were operating plants, which produced 126,961 tons of crude material containing 32,573 short tons of potash (K_2O). The production in 1919 was therefore not quite equal to that in 1917 and was little more than half that in 1918.

More than 60,000 tons of domestic crude potash material was in storage in January, 1919, and most of the plants were closed for a part of the year, some of them for the larger part. These conditions were brought about by the expectation of large imports of potash salts from abroad—an expectation that was not realized. Instead the stored material was sold, and many of the plants were reopened in the autumn, though some of them were again obliged to stop work because of shortage of coal.

The potash produced in the United States during the first three months of 1920, as reported to the Geological Survey from 43 plants, amounted to 42,008 short tons of crude material containing 11,969 short tons of available potash (K_2O), valued at \$2,738,195.

SODIUM PRODUCTION AND EXPORTS.

The production of sodium and sodium compounds in the United States in 1919 amounted to 9,159,000 tons, valued at \$14,935,000, according to preliminary estimates made by R. C. Wells, of the United States Geological Survey Department of the Interior. These figures show a decrease of 10 per cent in quantity and 20 per cent in value as compared with those for 1918.

The figures on soda ash follow: 1918, 1,390,628 short tons, \$35,635,520; 1919, 981,354 short tons, \$29,824,245, a decrease of \$5,811,275. Caustic soda, 1918, 513,363 short tons, \$31,854,470; 1919, 347,440 short tons, \$20,368,308, a decrease of \$11,486,162.

Exports of soda ash in 1919 were valued at \$2,656,608 and of caustic soda at \$6,748,762. Soda ash showed a decrease of about \$5,200,000, while caustic soda increased about \$1,100,000.

SLUMP IN GERMAN POTASH TRADE.

The American Commission at Berlin cabled August 2 that there is a general slump in the potash trade in Germany. Sales are now and for some weeks have been slowing down almost to a standstill. The domestic market is showing no interest whatever in purchase of supplies for the fall trade.

Farmers will not buy because of high prices. If there should be a reduction of price it is expected the farmers late in the season will buy moderately for fall seeding. But this will not be in a volume sufficient to affect the export trade either in quantity available or prices.

There are no exports of potash whatever from Germany at this time to the United States.

Potash Production of Alsace in 1919, 591,471 Tons.

According to a report of the commission on Alsace and Lorraine appointed by the French Government, the production of potash salts in Alsace during 1919 was 591,471 tons, an increase of about 65 per cent over the production in 1913, which amounted to 350,341 tons. It is believed that this output will be greatly increased this year, as there was a considerable decrease in production resulting from the difficulties connected with the transfer of the mines from German to French hands. The production of pure potash amounted in 1919 to 96,546 tons, of which 30 per cent was exported to the United States.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page)

was slightly strengthened by the war cloud in Europe, but with the new producing season opening with a large cotton crop behind it, and a carry-over approximating 1,000,000 barrels of the oil, the chances are adverse to anything like permanent improvement in market values of this commodity. Lard, the other grease that has so much to do with regulating prices for fatty oils, is in the dumps, since stocks are heavy and needed export orders are not forthcoming to sustain the market.

The effect of the shutting off of the heaviest source of consumption by the demobilizing of the armies of the entente allies and their associates in the war, is making itself apparent in the declining market for castor oil. While hostilities were in progress the heavy demand for castor oil as the only lubricant for aeroplanes that could be depended upon at high altitudes, stimulated the cultivation of castor seed and production of the oil to an undreamed-of extent. The wholesale scrapping of aero, with the passing of their need for war purposes, has left a producing capacity for which there is no adequate market, and while the demand is still far in excess of ante-bellum times prices are gradually going back. This does not mean, however, that anything like pre-war prices will be seen in the near future, if demand holds to its present rate, and with the increasing use of the flying machine in peaceful pursuits supply and demand must eventually find a common level at which prices will become stabilized.

Industrial Chemicals.

A close approach to absolute stagnation characterizes the condition of the industrial chemical market, a condition that has its origin in the uncertainty imposed by the financial stringency and unsettled political affairs at home and abroad. A presidential campaign is ordinarily a sufficient cause for general business depression, but in the present instance, to the uncertainties thus entailed is added the fear that the world may be again precipitated into war by the aggressions made by Bolshevism upon the reborn Polish nation. The sharp restriction of credits, unstable foreign exchange and the narrowing of markets by the wave of economy sweeping the country place both buyer and seller in a position where an excess of caution is required to evade possibly disastrous eventualities.

Scarcity of the raw materials of manufacture in the case of heavy chemicals, notably the alkali group, together with earlier export demands upon the resources of American producers, has kept the output down closely to the average necessities of the market. Consequently there is at this time no great abundance of the several commodities on the market. Still existing stocks, in the face of an acutely restricted home and foreign demand, are proving burdensome to some of their holders, with the result that prices have progressively sought levels low enough to attract fresh buying. The weakness is almost wholly confined to second hands, as manufacturers in nearly all instances are sold ahead, and being behind with deliveries because of the recent and to an extent still present transportation difficulties, not to speak of the scarcity of coal, are under no pressing necessity of seeking new business. Moreover, the improvement in transportation facilities, together with the curtailment of demand, is affording them needed opportunity to catch up with their orders.

United States Statistics of Fats and Oils.

The factory production of fats and oils (exclusive of refined oil and derivatives) during the three-month period ended June 30, 1920, as compiled by the Bureau of Census, was as follows: Vegetable oils, 276,647,937 pounds; fish oils, 19,737,357 pounds; animal fats, 436,674,135 pounds; and grease, 100,799,825 pounds; a total of 833,859,254 pounds.

Nearly all the crude vegetable oils are passed through a refining process, although some virgin oil is expressed. The production of refined oil during the three-month period was as follows: Cottonseed, 149,444,667 pounds; cocoanut, 49,983,323 pounds; peanut, 23,182,979 pounds; soya-bean, 12,807,662 pounds; and corn, 18,930,740 pounds.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

TALLOW.

Soap makers finding the demand for their output lessened, held off from further purchases, forcing sellers to accept 10 cents for New York Special tallow, at which price a considerable quantity in drums and tank cars changed hands at the end of last week, since which time outside material has been selling at the same basis.

The middle west and western markets are somewhat higher with prices depending of course on quality, and sales have been made within the last few days of choice hard-bodied very low acid tallow at the largest premium over N. Y. Special tallow that has prevailed during the past three years; due mainly to the fact that the general run of tallow has deteriorated considerably in color, titre, and acid.

The recent arrivals here of Australasian tallows have been absorbed at the corresponding basis of values. It is generally conceded that tallow of the New York Special grade, comparatively speaking, is worth 10 cents per pound, all things considered; and that the readjustment of prices has been severe compared to the times of a year ago; and unless there should be an accumulation here large enough to force one or several producers to accept less money, it would appear as most likely that prices have reached for the time being their low point.

August 17, 1920.

TOBIAS T. PERGAMENT.

GLYCERINE.

(Specially Written for this Journal.)

Since our last letter, the price for Chemically Pure rose to 29c. The demand fell off, however, and values sagged to some extent. Today, the minimum asking price is 28c. in bulk. We have had a month of very quiet business, but the Explosives trade is said to be good, and the users of Chemically Pure have undoubtedly continued the activity, which has characterized these lines, for some time, but stocks were probably sufficient to last, for a while ahead, and it was thought, that by keeping out of the market, during a season of natural dullness, it might help some reaction. Refiners were also comfortably taken care of, so far as raw material was concerned, and were content to take a chance, rather than contract for further supplies, at this time. This is the situation, as it is today, with the exception that a slightly better demand for Chemically Pure is indicated, which may be a forerunner, of a resumption in the buying, of two months ago. The Powder people should enter the market before long, and the stocks are comparatively small. The lack of buying, in conjunction with the weakness in Fats and Oils, has had, at least a sentimental effect on the market, and has influenced some holders to accept prices 1/2c. to 3/4c. per lb., under the high figures of the late movement, but the quantity traded in has been of very small volume. At time of writing, it appears as though dullness and a slight recession may be expected for the next month or so, and that then an improvement should take place.

August 16, 1920.

W. A. STOPFORD.

VEGETABLE OILS.

It is the same story with soap making oils as with other commodities. Greatly restricted consumption and need of money, added to in this instance by over-abundant stocks of most greases with no foreign market available, have impelled holders to sacrifice profits to forestall more serious potentialities. At this time there is nothing in the outlook to encourage a hope of reaction from the prevailing depression. Cottonseed oil, the barometer of the trade,

(Continued on preceding page.)

SOAP MATERIALS

Tallow and Grease

Tallow, New York, Special, 10c. Edible, New York, 12 1/2-13c. Prime Packers, Chicago, 12-12 1/2c nominal. Edible, Chicago, 13c. Yellow grease, New York, 9 1/2-9 3/4c. Brown grease, New York, 8 1/2-8 3/4c. Yellow grease, Chicago, 9-9 1/2c. Brown grease, Chicago, 8 1/4-9c.

Rosin—Savannah, Aug. 17.

Common to good, \$13.00	I	13.35@13.40
D	K	13.35@13.40
E	M	13.35@13.40
F	N	13.35@13.40
G	W. G.	13.40@13.45
H	W. W.	13.40@13.45

Starch, Pearl, per 100 lbs..... \$4.97@ 5.54

Starch, powdered, per 100 lbs..... 5.12@ 5.69

Stearic acid, single pressed, per lb..... 22 1/4c.

Stearic acid, double pressed, per lb..... 23 3/4c.

Stearic acid, triple pressed, per lb..... 26 1/4c.

Glycerine, C. P., per lb..... 28 @28 1/2c.

Glycerine, dynamite, per lb..... 28 1/4@28 1/2c.

Soap lye, crude, 80 per cent loose, per lb..... 18 @18 1/2c.

Soap lye, saponification, 80 per cent, loose, per lb..... 21 @21 1/2c.

Oils

Cocoanut, edible, per lb.....	17 1/2@18c.
Cocoanut, Cochin, E. L., per lb.....	nominal
Cocoanut Cochin, Dom., per lb.....	16 1/2@17c.
Cocoanut, Ceylon, Dom., per lb.....	14 @15 1/2c.
Palm Lagos, per lb.....	10 1/2@11c.
Palm, Niger, per lb.....	10 @10 1/2c.
Palm, Liberian, per lb.....	nominal
Palm, kernel, per lb., nominal.....	14 @15c.
Cotton, crude, per lb., f. o. b. mill.....	10c.
Cotton, refined, per lb., New York.....	11 1/2@12 1/2c.
Soya Bean, per lb.....	14 @15c.
Corn, crude, per gal.....	11 1/4c.
Corn, refined, per gal.....	18 1/4c.
Castor, No. 1, per lb.....	17c.
Castor, No. 3, per lb.....	16 1/2c.
Peanut, crude, per lb.....	12 @12 1/2c.
Peanut, refined, per lb.....	17 @18c.
Olive, denatured, per gal.....	\$3.09@ 3.15
Olive, Foots, prime green, per lb.....	16 @17c.

Chemicals

Soda, caustic, 76 per cent, per 100 lbs.....	\$5.75@ 6.00
Soda Ash, 58 per cent, per 100 lbs.....	3.00@ 3.25
Potash, caustic, 88@92 per cent, per lb. f. o. b. Works	25 @30c.
Potash, caustic, 70@75 per cent, f. o. b. Works, per lb.....	22 3/4@24c.
Potash, carbonate, 80@85 per cent, per lb. New York	20 @22c.
Salt, common, fine, per 100 lbs.....	nominal
Sulphuric Acid, 60° per cent, per ton	\$17.00@ 18.00
Sulphuric Acid, 66° per cent, per ton	20.00@ 22.00
Borax, crystals, per lb.....	8 1/4@ 8 3/4c.
Borax, granular, per lb.....	8 1/4@ 8 3/4c.
Zinc Oxide, American, lead free, per lb.....	9 1/2@10c.

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GRASSLAND, DELAWARE CO., PA., U. S. A. (Near Philadelphia)

TERPINEOL**STRICTLY HIGH GRADE
CHEMICALLY PURE
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TERPINEOL
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Sample of our improved
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CINNAMIC ALDEHYDE F. F. C.
CITRAL PURE
CITRONELLOL (Dextro) and Esters
GERANIOL PURE and Esters
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HELIOTROPIN C. P.
ISO EUGENOL PURE
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A Powerful Organic Product
WILL NOT DISCOLOR

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NEW ESTERS FOR MODERN
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A Very Fine Product of Great Strength.

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PERFUMERS' RAW MATERIALS,
ESSENTIAL OILS, CHEMICALS.

PURE PERFUMERY SYNTHETICS

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Tel. Nadal, Nanterre
NANTERRE (Seine)

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VERT DE VIOLETTE 100%

Pure Methyl Heptin Carbonate

TILLEUL and CYCLOSOL

Best possible bases for valuable compositions of
 Valley Lily, Cyclamen, Lilac, etc.

PEACH 100%

Most powerful

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Extremely fine and tenacious.

ALCOHOLS and ALDEHYDES

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RHODINOL

GERANYL ACETATE

Anethol, Roses, Violets, Benzyl Acetate, Oak Moss, Decyclic Ether, Etc.

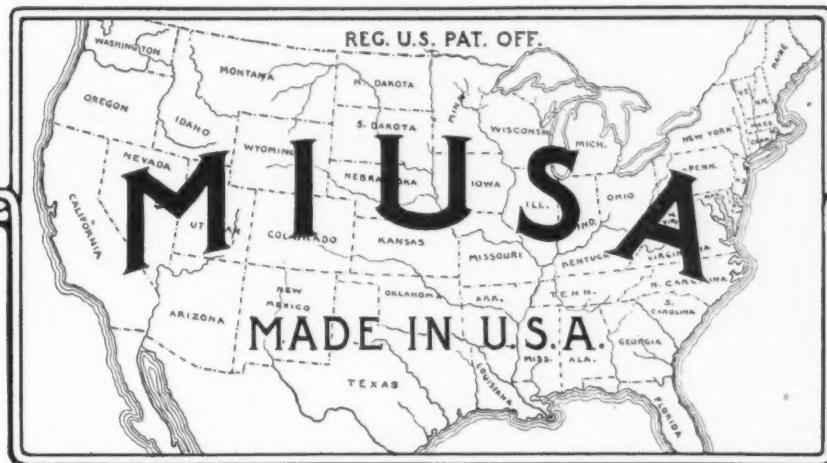
TERPENELESS ESSENCES

•—————
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this slogan and this label should be foremost in the minds of all American buyers of synthetic perfumery raw materials.

JACINTHE

(Phenylacetaldehyde)
Better than now imported

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Smells like a bunch of growing unpicked white lilacs.

Write for Samples



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YOU agree that quality counts all the time—price some time only—do you not?

QUALITY

IN order to perpetuate *your own brand* you need quality merchandise "Just as good" or "Merely Merchandise" may help you make one sale, but will not repeat. A HAND MADE ROUGE PUT UP NEATLY UNDER YOUR LABEL will mean every sale a silent salesman and every cent invested in advertising a real ASSET.

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WE offer you the confidential service of a large modern, scientific and practical Laboratory specializing in machine and Hand Made Rouge, Compacte Powder, Lip Rouge, Eyebrow Pencil, Hairtinto, etc. Put up either in our latest style packages, or in boxes supplied by you.

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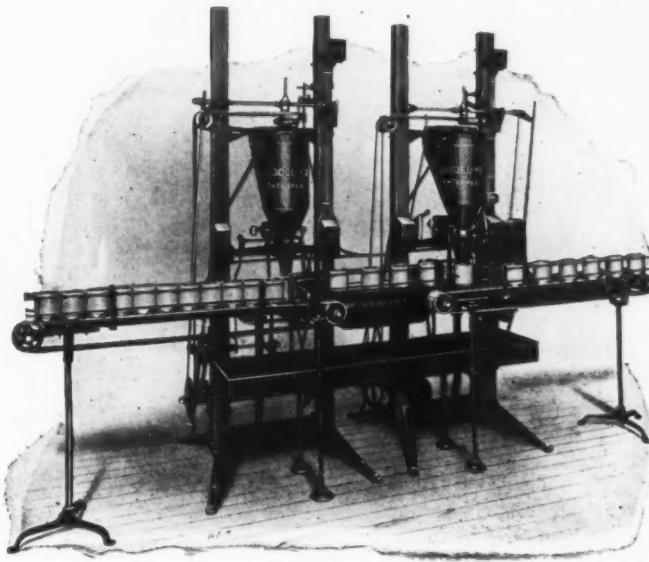
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"American" Combined Automatic Filling, Weighing and Capping Machines

Capacity—18,000 completed packages per day.

Absolutely Accurate in weighing.

No spills or overflows.

Reduces the cost to 1/5 of the present methods of filling.

Two double unit machines can be operated by one girl when necessary.

It pays for itself in a short time—in the saving of labor alone, exclusive of wastage.

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In successful operation in all prominent perfume plants.

Installed on a thirty-day free trial.

We Make the Most Complete Line of Packaging Machines for All Products.

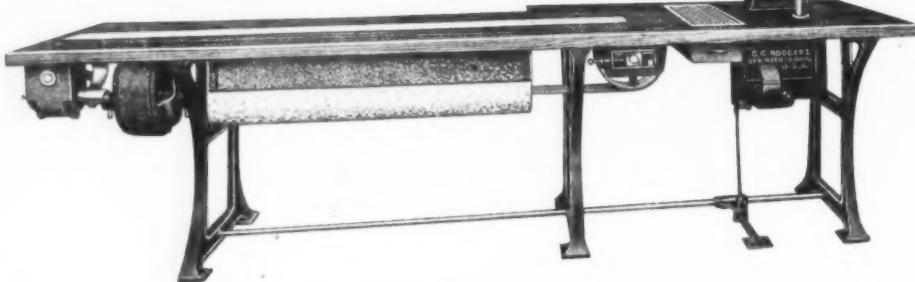
AMERICAN MACHINERY COMPANY, Inc.
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Eastern Representative, B. F. Adams, 15 Park Row, New York, N. Y.



FACE POWDER BOX FILLER No. 9-B

A Wonderful Machine
Write for Full Particulars



THE NEW WAY CLIPS



For Collapsible Tubes

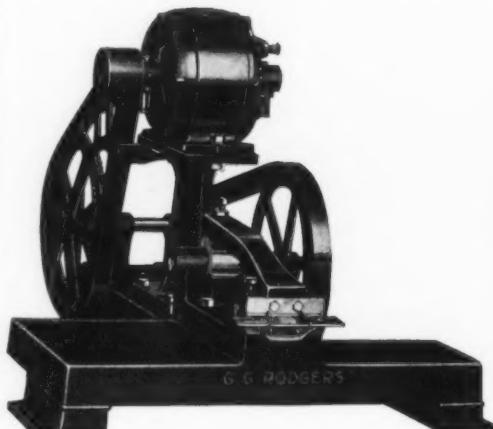
The Clip that does not cut the tube.

Has an inside corrugation that absolutely prevents leakage.

Made in the following standard sizes:

No. 0	$\frac{3}{8}$ "	No. 4	1"
" 1	$\frac{1}{2}$ "	" 4a.....	$1\frac{1}{8}$ "
" 2	$\frac{5}{8}$ "	" 5	$1\frac{1}{4}$ "
" 3	$\frac{3}{4}$ "	" 6	$1\frac{1}{2}$ "
" 3a.....	$\frac{7}{8}$ "	" 7	$1\frac{3}{4}$ "
No. 8.....		2"	

POWER BENCH CRIMPING MACHINES



No. 4—Electric Drive
Bench Space—23 x 26 in.

For Collapsible Tubes

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GEORGE G. RODGERS

Maker of Machines for All Toilet Preparations

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Aluminum vs. Opal Glass Cream Jars



Full Size—2½ Oz. Capacity
Also Furnished 3½ Oz. Capacity

One of the largest and most progressive toilet goods manufacturers has adopted this jar because it is handsome, durable, eliminates breakage in shipment and reduces shipping weights materially.

How about you?



Metal Compact Boxes Single or Double

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Write us regarding any special or stock design and prices.

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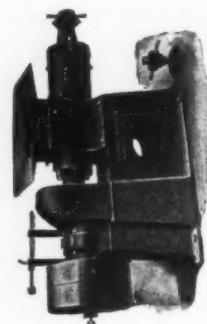
200 Fifth Ave.

New York

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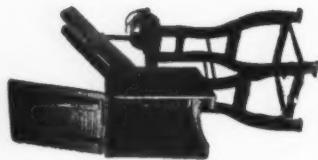
STANDARD Soap Frame.



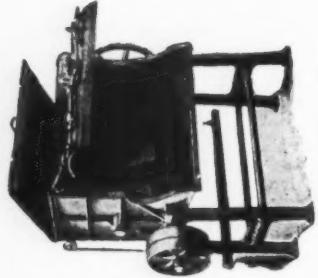
2, 3, and 4-Roll Soap Mills.



4, 6, 8, and 10-Inch Screw Soap Plodder.



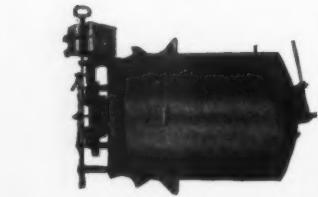
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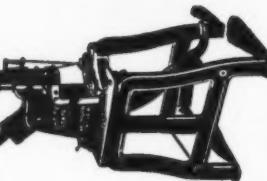
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Plans and Specifications for Plants—Old Plants Remodeled

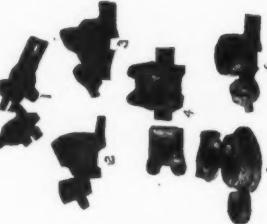
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2, 3, and 4-Roll Soap Mills.



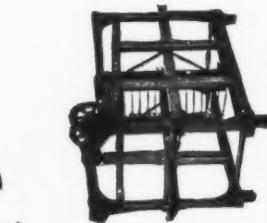
5 Soap Dies.



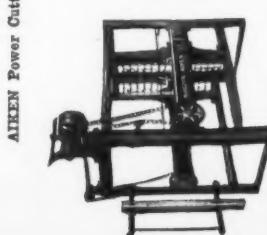
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CHAMPION Slabber.



AIKEN Power Slabber.



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LILIE FLEURI

powerful Lily of the Valley
Base for all toilet compositions.

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will not discolor in creams
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FLEUR DE PARENTO

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Pre-War Quality

ORANGE BLOSSOM C

fragrant flower base for
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The only perfumes entitled to be called

FRENCH PERFUMES

are perfumes actually made and imported in their finished form in the United States. The reputation of the maker is the best guarantee of an actual FRENCH PERFUME. The trade is warned that many unscrupulous manufacturers of perfumes in the United States use the word PARIS on their labels in a false or misleading sense to give the impression that their product is a FRENCH PERFUME.

THE PERFUMERY IMPORTERS' ASSOCIATION OF THE UNITED STATES, comprising the leading importers of genuine FRENCH PERFUMERY, intends in the future to proceed vigorously against any misuse of the word FRANCE or PARIS on perfumery labels in the United States. One action of this character has already been brought and a preliminary injunction granted. A copy of Judge Hand's order in the U. S. District Court for the Southern District of New York, filed April 7, 1920,

in the case of Coty v. F. H. Smith trading as Miro-Dena is herewith reproduced. It is intended to take similar action in the future against any others misusing the word PARIS on their labels. The trade is cautioned to see that perfumes labeled PARIS or FRANCE and sold as imported perfumes are genuine imported goods.

UNITED STATES DISTRICT COURT,
SOUTHERN DISTRICT OF NEW YORK.

FRANCOIS JOSEPH DE SPOTURNO COTY,	Plaintiff,	F 17-140
—against—		
FREDERICK K. SMITH, doing business as MIRO-DENA,	Defendant.	

This cause having come on for further argument at the March term of this court, and having been argued by counsel, upon due deliberation thereof it was ORDERED, ADJUDGED AND DECREED that the Order entered herein on the 18th day of March, 1920, be modified to read as follows:

ORDERED, ADJUDGED AND DECREED that an injunction be issued under the seal of this court restraining Frederick K. Smith, his demonstrators, agents, salesmen, servants and employees and all persons acting through and under him or in privity with him:

1. From selling any perfume under the name "L'Orea," or any perfume in bottles and cases similar in appearance to those of the plaintiff's "L'Origan"; from selling any perfume in bottles and cases similar in appearance to those of the plaintiff's "La Rose Jacqueminot"; from selling any perfume in bottles and cases similar in appearance to the plaintiff's "Lilas Pourpre"; from using the word "Paris" upon his perfumes except with the words "blended in New York" in immediate juxtaposition to the word "Paris" and of equal size. The defendant may sell perfume other than of rose odors in bottles similar to those in which he sells "La Rose d'Amour," provided it be sold in a case of different appearance than that of the plaintiff's "La Rose Jacqueminot." Defendant is in addition enjoined from representing any of his perfumes as made in France.

LEARNED HAND, D. J.

Filed April 7, 1920.

PERFUMERY IMPORTERS' ASSOCIATION OF THE UNITED STATES

B. E. LEVY, President.

W. G. WALKER, Secretary.

New York

*There are many petroleum jellies
but only one VASELINE.*
*There are many styles of cameras
but only one KODAK.*
*There are many hair tinting prepara-
tions but there is only one genuine*

MASCARO

(Trade Mark Registered in United States Patent Office, June 22, 1920)

which is manufactured by Panafieu Pere et Fils,
42 Rue de Chabrol, Paris, France. MASCARO is the trade mark and exclusive property
of Panafieu Pere et Fils as applied to a hair-
tinting preparation, or hair dye, and no other
concern is licensed or authorized to apply the
name MASCARO to any preparation manu-
factured by it. Any further infringement of this
trade mark will be promptly prosecuted.

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*Sole Agents for the United States,
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*We can take care of
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Prompt Deliveries

Brass Boxes
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*Hinged or Slip Cover
Fitted with or without
Mirror & Bezel~*

*Our **ROMAN** finish
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106-108 WEST END AVE.
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E. M. LANING

Manufacturer of Exclusive Perfume Novelties

280 PEARL STREET

NEW YORK

NOTICE: I have had several requests from the trade to furnish the Perfume compound which took the first prize in the recent perfume contest, and to eliminate further enquiries along this line, wish to state I am not offering this odor, it being the exclusive property of the manufacturer in whose behalf the contest was conducted.

But I now offer

Six New and Interesting Bouquet Novelties

each of a different type and especially suitable for popular-priced Face Powder, Talcum, Creams, etc.; any one or more for the **exclusive** use of the manufacturer who adopts same. Without a doubt, had I offered any one of these creations in the contest the result would have been the same. Samples, prices and conditions for **exclusive** use of any of these novelties will be cheerfully furnished on request.

Also offer

SYNTHETIC FLOWER OILS and BOUQUETS of HIGHEST CONCENTRATION of any TYPE you suggest, suitable for Perfumes, Toilet Waters, Powders, Creams, Hair Tonics, etc.

Let Me Know Your Wants on Perfume Materials

Perfection of Formulas and Working Processes

means lower manufacturing costs and overhead, eliminates waste of material and promotes sales.

SPECIAL SERVICE AND EXPERT ADVICE

rendered on

PERFUMES, TOILET CREAMS, (cold, vanishing, rolling massage, liquid and shaving), GENERAL TOILET PREPARATIONS, NON-ALCOHOLIC FLAVORING EXTRACTS, DENTIFRICES and PHARMACEUTICALS.

Are your formulas giving you satisfaction, or are you figuring on putting out a new preparation or line and are not clear on certain points in composition of formula or method of manufacture and wish to be relieved of exhaustive and costly experimenting, the worry of meeting public satisfaction and the burden of having goods returned because they do not hold up? If so, let me furnish you with practical formulas and efficient working processes that can be relied upon. Let me give you special information as to machinery adaptable for various preparations.

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**FINE PAPER BOXES
OF EVERY DESCRIPTION**

Our equipment is very complete for both hand and machine made boxes. We specialize on inlaid seal stamping.

INQUIRIES SOLICITED

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Use Metal Clips and Fasteners

that will satisfy your every expectation.
They put the finishing touch to your tubes.

Send for samples and price

WILL YOUR TUBES STAND THIS TEST

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Manufacturers of
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All sizes to fit tubes from $1\frac{1}{8}$ " to $\frac{3}{4}$ " Dia.



Foot Power Clip Fastener

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TH. MUHLETHALER CO. LTD.

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Swiss firm founded in 1899

TILLEUL

A new product of exceptional merit suitable for Lily, Lilac, Rose and Bouquet odors. Samples on Request

Address all Inquiries to

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KAZANLIK, BULGARIA

Manufacturer of the Finest Grade Otto of Rose



Christoff's Otto of Rose

We have ready for delivery all brands of Otto of Rose controlled by the Bulgarian government.

Prices on Application.

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For spot or contract requirements apply to

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NON-METALLIC—NON-BREAKABLE COLLAPSIBLE TUBES

Transparent or Colored, Plain and Decorated

ELIMINATE YOUR WORRIES

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SUPPLY THE TRADE WITH AN ATTRACTIVE CONTAINER

Double Turn Aluminum Clip for Closing. The Clip Is Attached in One Operation by a Special Machine Which We Manufacture

Samples and Quotations Gladly Submitted

HYGIENIC TUBE COMPANY

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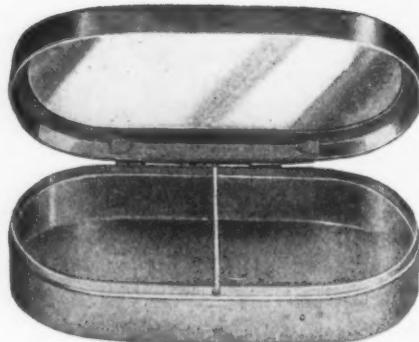
NEWARK, N. J.

AN ATTRACTIVELY DRESSED WOMAN
COMMANDS ATTENTION
THE SAME IS TRUE FOR A TOILET PREPARATION
OUR LINE OF STOCK LABELS
WILL SELL YOUR GOODS.
CATALOGUE SENT ON REQUEST.

NOTE THE CAN WRAPS WHICH WE CARRY ALSO
WE MAKE MANY SPECIAL LABELS AND WILL GLADLY SUBMIT SKETCHES & PRICES
THE JARDEN LITHO. CO.
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DOUBLE COMPACT WITH MIRROR

POWDER AND ROUGE BOXES

Slip Cover and Hinged
With and Without Mirrors
All Shapes, Finishes and Colors
Stock and Special Designs

Write for Prices

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142 Pine Street Montclair, N. J.

Makers of Metal Novelties



ROUND HINGED COMPACT

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Krause's Seals—

**An Investment that pays
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Richard M. Krause

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Chicago Plant:
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Richmond Hill Plant:
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FANCY SAMPLING BOTTLES

WITH ELONGATED STOPPERS

NICKELED OR BRASS CAPS—SCREW OR
PLAIN STYLE—STRIPED OR CLEAR GLASS

FINE QUALITY—RIGHT PRICE—SEPTEMBER DELIVERY

SATISFACTION GUARANTEED

We are assembling one of the most complete lines of sampling bottles and vials in plain as well as artistic styles and will carry complete stocks as soon as manufacturing will permit. Watch our ads.

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SEE OUR
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BOXES—BOTTLES—TUBES—SPRINKLER TOPS—PAPER—SEALS—FLOSS—SATIN CASE WORK

WANTED
Toilet Goods Equipment

Undersigned will purchase going laboratory manufacturing talcums, face creams, rouge, face powders, extracts, toilet water and allied lines, or will purchase machinery and equipment only, and if necessary take over lease. Write at once, stating equipment you have, condition, price and terms, also stating location where may be seen.

Address B. O. No. 787
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for

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Samples sent on request

THE QUALITY LABEL CO.

120 West 32nd Street,
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NEROLI JUNILLON

The recent increase in price of the New Crop Orange Flower Products has not effected any change in the price of this SYNTHETIC.

OUR Neroli has all the characteristics, and therefore the individuality, of the Natural Oil, but DOUBLE the strength.

CYCLAMOL JUNILLON

Odor of Cyclamen, French Alps; used as a base for Lily, Muguet, Lilas, etc. Can be employed to advantage in new creations

OPOPANAXOL :: JACINTHE : LILAS : CIPRICE
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Manufactured by
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The Tetlow Talcum Box

*The original package of
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We originated this style construction for toilet powder containers—practically any shape is now possible.

MANHATTAN CAN COMPANY
BUSH TERMINAL BUILDING No. 10

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We were the originators of Stearate of Zinc and still manufacture the finest, lightest, and whitest product. We have recently enlarged our manufacturing facilities and now offer the same grade that we have heretofore only packaged for prescription use, to manufacturers of toilet specialties.

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Prime LEE MOOR, Bolted Grade of
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Foreign—**TALC**—Domestic

FULLER'S EARTH (Genuine English)

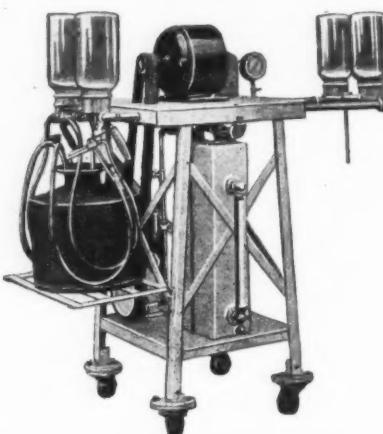
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STEARATE OF ZINC
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WHITING—All Grades

VACUUM FILLING SYSTEMS AND AUTOMATIC LABELING MACHINES

We Build

AUTOMATIC LABEL-
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THAT WILL LABEL
FLAT, SQUARE &
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ON ONE SIDE OR
BOTH AT THE RATE
OF 40 TO 120
PER MINUTE.



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SYSTEMS FOR ANY
KIND OF LIQUID
AND ANY CAPACITY
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OUR SYSTEMS
ARE USED WHERE
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PORTABLE VACUUM FILLING SYSTEM

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Gold & Silver

HOT
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ACTUALLY HOLDS VANISHING CREAM

One of the most perplexing problems confronting the Perfume Manufacturer today is how to prevent his product from **SHRINKING**.

The Duplex Spring Clamp Seal

Solves the problem.

Remains Tight under all conditions.

Easy to **PUT ON**, Easy to **TAKE OFF**, Easy to **REPLACE**.

Made in Rich Enamel and Other Finishes—all sizes. Leading Glass Makers "**NOW**" Supply Duplex Finish. *For Detailed Particulars Address*

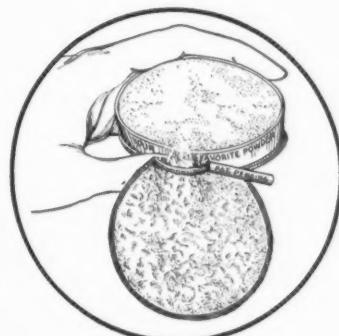
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LAUNCH YOUR NEW FACE POWDER IN A REFILLABLE PUFF

(3" size only)



These puffs are made in genuine eider-down and lamb's wool and are sewn with silk edge, pink or blue. The patent ivory side closure serves also as a handle.

ALSO

VELOUR POWDER PUFFS
2½" to 4" diameter.

Made under absolutely sanitary conditions.

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FOR TOILET SOAPS
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TOILET ARTICLES

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(Burnt Sugar Color)

Acid Proof, made in the finest Caramel Color plant in America by men who have made Caramel Color for 32 years.

Henderson's Caramel Color is especially adapted for Acid, Alkaline or Alcoholic products and is the best type of Color for Flavoring Extracts and Pharmaceutical products.

Send for a sample of this *better* made Caramel Color *to-day*.

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Manufacturers of
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Has your package a punch? Why spend years in perfecting a toilet preparation and use all skill in making it to handicap the sale by using an inferior tube or, even worse, by using one containing dirt? The perfection of tube making produces Peerless Tubes. May we prove it?

35 LOCUST AVE.



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VELOUR AND WOOL PUFFS

Sizes: 2", 2 $\frac{1}{4}$ ", 2 $\frac{1}{2}$ ", 2 $\frac{3}{4}$ ", 3", 3 $\frac{1}{4}$ ", 3 $\frac{1}{2}$ ", 3 $\frac{3}{4}$ ", 4", 4 $\frac{1}{4}$ ", guaranteed to be full measure

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our puffs are the peer of any in the market

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Here Is Our No. 50 

It is not in use by any perfumer, and shipments can be made promptly.

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GENUINE LAMBSKIN VANITY PUFFS

Silk back—with ribbon bow or band
Bands furnished with or without customer's name

Lambskin possesses exclusive advantages for vanity puffs—it is flexible, smooth and velvety—insuring the uniform application of rouge and powder.

We treat the skins with approved antiseptics, rendering them absolutely hygienic.

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Velvatone Powder Puff

The
Improved Powder Puff
for the
Compact Powder Box

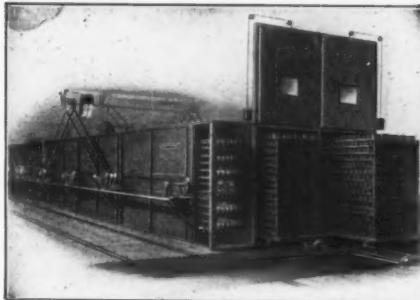
Velvatone Powder Puffs are made in special colors to harmonize with your color scheme.

Take less space in the Vanity Box.

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Velvatone Powder Puff Co.
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Patented { 1,270,739 June 25, 1918
1,299,191 April 1, 1919



PROCTOR SYSTEM SOAP DRYER for all kinds of laundry bar soap. The bars of soap are taken direct from the cutting machine and loaded on trucks which are automatically run through the dryer. The soap is surface-dried perfectly without undue loss of weight, and in a remarkably short time.

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By installing a Proctor Dryer in your drying department, you will obtain a large return on your investment.

Skilled workmen are not essential. By increasing the effectiveness of labor, the Proctor Dryer requires fewer operators. By the scientific application of heated air, the Proctor Dryer conserves steam and power. It maintains a high quality of products. It removes the possibility of loss of material due to scorching and non-uniformity. On account of its durable and fire-proof construction, insurance premiums are low and breakdowns are eliminated.

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ALL THE RAW MATERIAL FOR TOILET CREAMS

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COLD CREAM OILS**ZINC STEARATE**

U. S. P.

Laboratory Specialties

ZINC OXIDE

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LARGEST PRODUCERS IN THE WORLD OF

PLYMOUTH STEARATITE

(SUPERIOR TO ALL OTHER STEARATES)

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A WHOLESOME IMPROVER FOR
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Exports—M. W. PARSONS—Imports

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 SUCCESSORS TO
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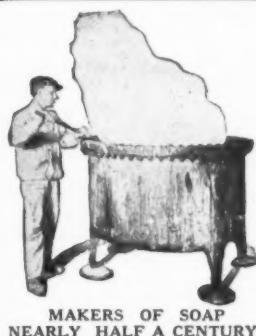
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BROOKLYN, N. Y.



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U. S. P. Green Soap (Sapo Mollis)
Potash Soaps from all Vegetable Oils

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The most convincing advertisement of a good preparation is a free sample in a half-inch tube. We specialize in decorated sample-size tubes.

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A stock of our tubes is carried by Shannon & Fernheimer, 116 Duane St., New York.

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THURSTON & BRAIDICH

27 CLIFF STREET
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MACHINE
MADE
VIALS

Our vials are especially adapted
for the perfumery trade.
Write for prices.

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VINELAND, N. J.

CHICAGO, ILL.

NEW YORK, N. Y.

Vials; $\frac{1}{4}$ -2 dr.

FOR PERFUME SAMPLING

We specialize in miniature glass containers for perfumers, essential oil importers, etc.

You can depend on capacities as stated. Investigate our small ampoules.



Ampoules, 1-5 CC.

DURAND-KOERING GLASS CO., INC.

Vineland, N. J.

Phenyl Ethyl Alcohol, \$30.00 per lb.

One-half ounce will be mailed for 50c. in stamps.

American Beauty Rose, \$20.00 per lb.

A finished product, add nothing to it to make a finished perfume or toilet water.

Soluble in 80% cologne spirits.

From two to six ounces for perfumes and toilet waters.

Six drams will be mailed for 50c. in stamps.

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Manufacturing Chemists

Oklahoma City

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LIQUID SHAMPOO SHAMPOO PASTE LIQUID SOAP LIQUID SOAP BASE

All our Products are made of the very best raw materials obtainable, being all pure cocoanut oil, potash Soaps, they are especially desirable for Liquid Soap purposes.

Samples and prices on request.

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SCREW CAPS AND OTHER
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Let us submit special
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American Metal Works
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TALCUM POWDER CONTAINERS

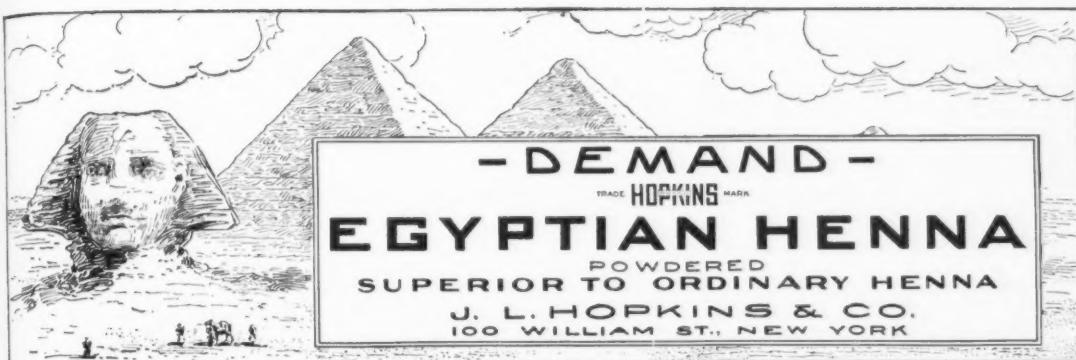
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GUARANTEED QUALITY AT THE RIGHT PRICE

GUARANTEED TO GIVE PERFECT SATISFACTION. ROLLS QUICKLY; WILL NOT BURN OR PUCKER THE SKIN; LEAVES THE FACE LIKE VELVET; FREE FROM LUMPS; DOES NOT STAIN THE TOWELS; DELIGHTFULLY PERFUMED. PUT UP AS YOU WANT IT, IN BULK OR UNDER YOUR OWN LABEL.

MAY WE SERVE YOU?

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DEPT.

COMMERCIAL LABORATORIES, Inc.

NEWARK
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SOLUBLE
Lemon Orange Vanilla
CONCRETES

Permanently miscible with syrup

for

Non-Alcoholic, High-grade Flavors and Soda Fountain Syrups.

Superior in flavor to alcoholic extracts. Soluble Flower Oils for Toilet Waters. Soluble Oils of Bay and Eau de Quinine.

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of 79 East 130th Street, New York

and

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of 470 West 150th Street, New York,

have consolidated under the name of

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and will continue to fill orders for Liquid Soaps, Liquid Shampoos, Shampoo Base, Shampoo Paste, U. S. P. Green Soap and Specialties from their new factory at

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BROOKLYN, N. Y.
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VELVO

produces a most beautiful velvety, frosted clear finish—a very simple process—immersion from three to five minutes is required—no expense to install plant—cost of frosting at least 75% less than your additional cost of frosted bottles—process is absolutely non-hazardous and no drying up—therefore, always ready for use.

Special prices on contract.

Trial quarts, \$3.00; Single gallons, \$7.50; 10 gallons or more, per gal., \$6.00

Packing Charges Extra.

L. REUSCHE & CO., 12 Barclay Street, New York City
EST. 1881

FROSTING LIQUID

produces a most beautiful velvety, frosted clear finish—a very simple process—immersion from three to five minutes is required—no expense to install plant—cost of frosting at least 75% less than your additional cost of frosted bottles—process is absolutely non-hazardous and no drying up—therefore, always ready for use.

Special prices on contract.

Trial quarts, \$3.00; Single gallons, \$7.50; 10 gallons or more, per gal., \$6.00

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SCHMOLLER & BOMPARD, GRASSE, FRANCE

**HIGHEST CLASS CONCRETES,
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DESCOLLONGES FRERES

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PATCHOULI, D. F.

New product giving odor quite like the natural oil, very strong and of particular interest to soapmakers because of very low price. We will gladly send sample and price.

PHENYLETHYL ALCOHOL

This is our specialty, quality the finest. Let us send sample. Stocks always on hand.



*Sole Agents in
United States and Canada*

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for

SALESMEN

The Edward T. Beiser Company, Inc., Importers of Perfumers' Raw Materials, and sole American Agents for P. A. Bompard, Chauret Fils, and A. Birckenstock, of France, have openings for two more capable salesmen who have had plenty of experience of the personal variety in actually selling goods.

They must not be too old to adopt new ideas nor too young to have sound judgment and resourcefulness. Plenty of authority attaches to these positions and their future will depend entirely upon the occupants. Hard and intelligent work will be necessary for consistent improvement. If you have not trained yourself to get value out of every hour's work, you won't satisfy the requirements.

Pay will be based upon your present demonstrated worth and will be increased automatically with productive ability. Satisfactory references from present employers essential. Apply only by letter, giving full information.

EDWARD T. BEISER CO., Inc.

112 West 40th St.

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We specialize in the manufacture of high-grade Shampoo Soaps for the toilet preparation trade.

Liquid Shampoo, Shampoo Paste, Shampoo Base, Liquid Toilet Soap

Many firms are using our Base Soap in making up their own solutions. It's a strictly pure, neutral, cocoanut oil, potash soap made expressly for liquid soap purposes.

We also make liquid Shampoo in 10 different brands and Shampoo Paste in 5 brands.

Write for samples and prices.

THE DAVIES-YOUNG SOAP COMPANY

Dayton, Ohio



FACTORIES:
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ESTABLISHED 1851

STEARATE OF ZINC

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PURE IMPALPABLE RICE STARCH

(Strictly Neutral)

ATLAS
BRAND

No. 40 CARMINE

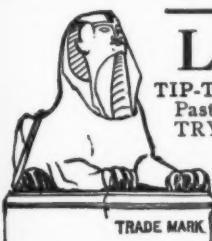
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Manufactured by

H. KOHNSTAMM & CO.

11-13 East Illinois Street
CHICAGO

83-93 Park Place
NEW YORK



Labeling Pastes

TIP-TOP PASTE POWDER. Made into a Paste with Cold, Hot or Boiling Water.
TRY IT.

SPHINX PASTE—For high grade labels to glass or paper.

TINNOL—For plain or lacquered tins.

MACHINE GUM—For wood or paste-board.

CONDENSED PASTE POWDER—1 lb. makes 2 gallons snow white paste for general pasting purposes.

For further particulars write

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Glyzzerol B

A SUBSTITUTE
FOR

C. P. GLYCERINE

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32 Cliff Street

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Cinnamein (Oil Balsam Peru)	Methyl Heptin Carbonate	Terpin Hydrate
Ellacin (3 Owls Brand)	(Violet Leaves 100%)	Terpenyl Acetate
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Terpeneless Oils
(Lemon and Orange)

Flavoring Oils
(All kinds)

Soap Perfume Oils and other oils for technical purposes
(from 45c. lb. up)

WE OFFER OF OUR OWN MANUFACTURE

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Wistaria

Jasmin White

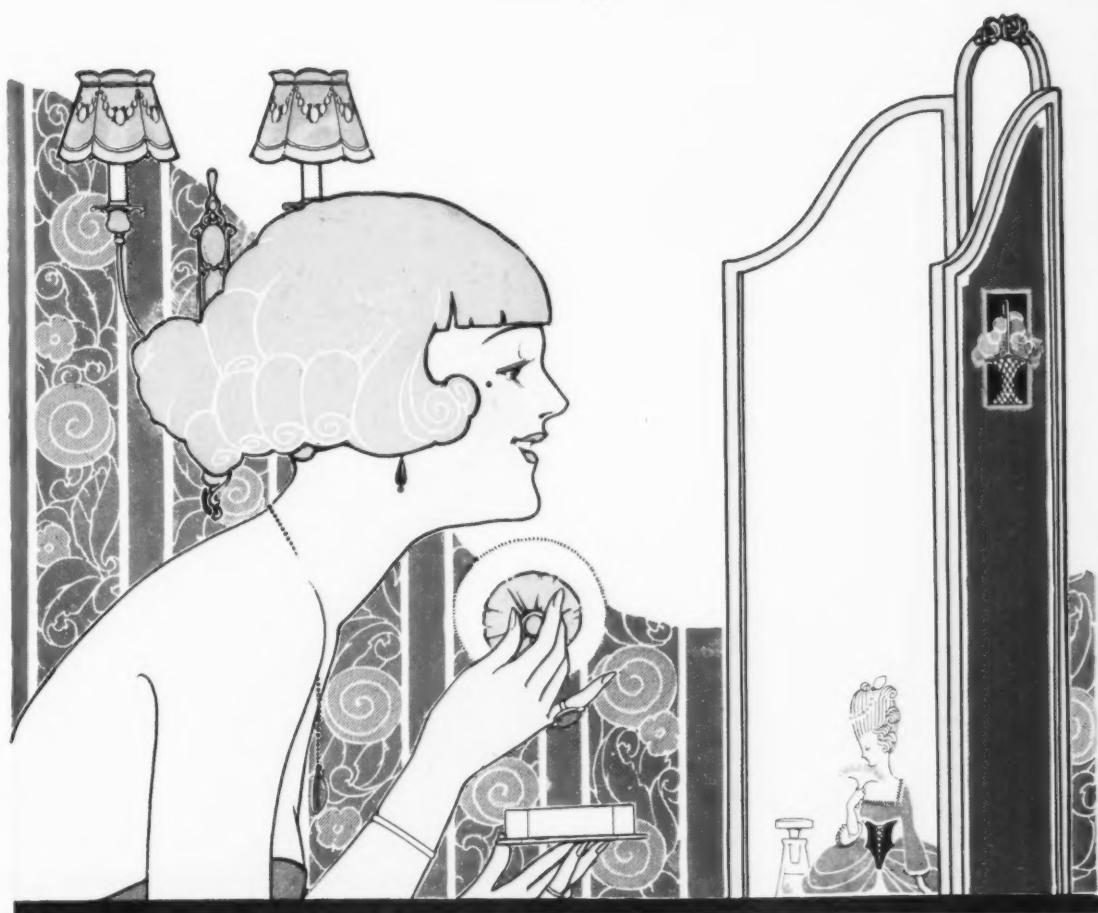
Rose French

Syringa

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Samples and Quotations on request.



STANLEY

METAL SEALS & LABELS

are in evidence on the dressing table
of the women of individuality.

The
STANLEY
MFG. CO.
DAYTON - OHIO





ALL WORK OF QUALITY IS NOT MADE BY CHANCE

¶ An article made for cheapness and not for excellence of workmanship is, when justly estimated, attended with much less profit to the buyer.

¶ STANLEY'S GUMMED EMBOSSED METAL SEALS AND LABELS are a perfect combination of the finest workmanship and materials that come through years of experience.

¶ We realize that our future growth and progress depend upon the artistic worth, durability and satisfaction to our patrons of every seal or label sent out from our factory.

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DAYTON, OHIO.

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PURE TIN
DECORATED

OR PLAIN

MADE RIGHT
SHIPPED RIGHT

GEORGE K. DILLER

Sales Agent *Wheeling Stamping Co.*
90 WEST BROADWAY
NEW YORKALBION SILKY CORDS
and COTTONS

FOR TYING

PERFUMES
ESSENCES

and

TOILET PREPARATIONS

ARTISTIC AND INEXPENSIVE

Manufacturers

THE ALBION SEWING COTTON CO., LTD.
FAWLEY MILLS, TOTTENHAM HALE
LONDON, ENGLAND

SETHNESS COMPANY

*Manufacturers*Burnt Sugar Coloring
"Caramel"

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PRIVATE BRAND MANUFACTURERS

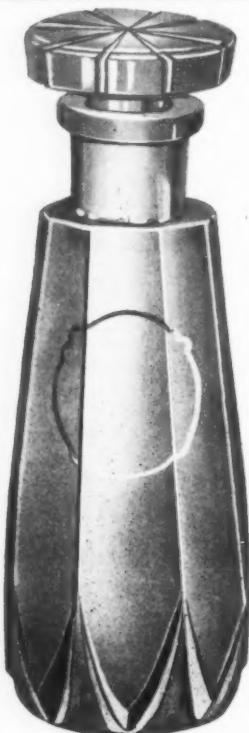
ROUGE
FACE POWDER COMPACTS
LIP ROUGE LIP POMADE
NAIL POLISH (Cake Form)

IN METAL & PAPER BOXES

One Quality Only

ABONITA COMPANY INC.
134 S. Clinton Street CHICAGO

Centrally Located for Quick Shipments



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PERFUMERS' WARE

OUR SPECIALTY

MILLVILLE
BOTTLE WORKS
MILLVILLE, N. J.

GEO. N. HANNA
108 FULTON ST. - - NEW YORK



The large addition to our factory will
be in full operation early in September

HUMMEL & ROBINSON
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HYDROUS
ANHYDROUS

for pharmaceutical purposes, salves, ointments,
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CRUDE LANOLIN
NEUTRAL WOOL FATS

for technical purposes.

THE TWITCHELL PROCESS

THE STANDARD METHOD OF
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THROUGHOUT THE WORLD

Kontakt Saponifier

FOR HIGH GRADE FATS

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(Free from Styrol)

Strong, Clean, Flowery Odor

A. ALEXANDER

453 19TH STREET, BROOKLYN, N. Y.

CONSULTING CHEMIST

SPECIALIST IN

CORRECTING FORMULAS

And Making Them Conform to the
Requirements of the

PROHIBITION LAW

Formulas Furnished for

Perfume Extracts—Toilet Waters—Pharmaceuticals
—Toilet Preparations—Shaving Cream—Tooth
Paste—Etc.

TELEPHONE
SOUTH 1307



Attractive Packages

Frequently sell the consumer; carefully planned traveling equipment not only prevents breakage and conserves the salesman's energy but helps the sales to dealers.

Combining Display Cases with personal effects in our Wardrobe Sample Trunk displaces two trunks and saves upward of a hundred dollars per year expense.



Crouch & Fitzgerald

177 Broadway New York
Commercial Dept.



HIGHEST QUALITY
IN SOLID OR POWDERED FORM
STEARIC ACID
HARD, WHITE, ODORLESS
RUB-NO-MORE-CO. - FT. WAYNE, IND.

Gabriel Raphael

Manufacturer

La Courneuve
France

SYNTHETICS

Phenyl Ethyl Alcohol	Rhodinol, Extra
Phenyl Ethyl Acetate	Niobe
Benzyl Alcohol	Benzyl Acetate
Geraniol	Civette, Art.
Aubepine (Liquid)	Aubepine, Solid

Sole Representatives, U. S.

MATHESON & ATKINSON
354 4th Ave. New York



**EXTRA STRENGTH
SYNTHETICS**

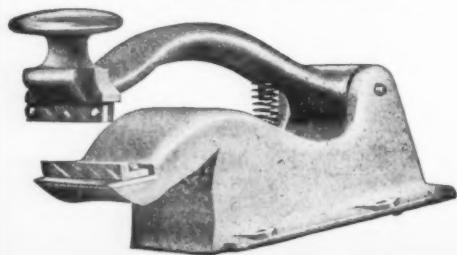
Without Sacrifice of Quality

**NEROLI SYNTHETIC
JASMIN SYNTHETIC**

SAMPLES FURNISHED

H. C. RYLAND
Importer and Exporter
284-6 PEARL ST. NEW YORK

THE BEST
HAND POWER MACHINE MADE



THE "STANDARD" TUBE CLOSING MACHINE

COLLAPSIBLE TUBES

(ALL SIZES)

Plain and Decorated

Special Tubes for Catarrh and Eye Remedies, Pile Pipes, etc.

STANDARD SPECIALTY AND TUBE CO.
NEW BRIGHTON, PA.

TRADE
REG. & P.
MARK

ECCO OILS

EVERGREEN CHEMICAL CO.

Established 1898

171 BROADWAY, NEW YORK

Exclusively, Blended Conc Flower Oils and Colors for Manufacturers of Toilet Preparations

FOR COLD CREAM

Rose "E", \$26 a lb.
 Rose No. 44, \$18 a lb.
 Either one, 4 ozs. to 100 lbs.

GREASELESS CREAM

Lilac, No. 100, per lb., \$9
 Lily "A", per lb., \$13.50
 4 to 6 ozs. to 100 lbs.

FACE POWDER ODORS
in very large variety

Lilas de France per lb., \$26
 $\frac{1}{2}$ oz. to gallon, 50% Spirits, for a
 fine Lilac Water

Quinine F, per lb., \$7
 $\frac{3}{4}$ oz. to gallon, 50% Spirits

Write for price lists, also Booklet of Toilet Requisite Formulae, and if
 you have any difficulties to overcome, let us know, we may be able to help
 you out.

TRADE
REG. & P.
MARK

ECCO OILS



We Specialize in

CRIMPED

Face Powder and Rouge

and

Lipstick Boxes

Your Inquiries Solicited

(All Paper)

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2412 S. Sixth Street, Philadelphia, Pa.



HOW ARE YOUR GOODS TIED?

DOES it help them sell, or not? Many manufacturers, like Palmolive and the J. B. Williams Co. (see illustration), give to their products a final touch of QUALITY by tying them with Heminway's Package Silk.

Made to match any shade of packing, not only for perfumes but for packages in general.

Samples of this silk—in five different qualities—gladly sent on request.

The H. K. H. SILK COMPANY
Dept. T

Successors to M. Heminway & Sons Silk Co.
120 East 16th St. New York, N. Y.

CLASSIFIED ADVERTISEMENTS

The rate for advertisements in this section is 50c. per line per insertion. Please send check with copy. Address all communications to **PERFUMER PUB. CO., 14 Cliff St., New York.**

BUSINESS OPPORTUNITIES

NEW AND USED DRUMS—GALVANIZED AND BLACK IRON, ANY SIZE AND QUANTITY, BOUGHT AND SOLD. GLUCK STEEL BARREL CO., PERTH AMBOY, N. J.

TURN YOUR SURPLUS STOCKS INTO CASH! WE BUY CONTAINERS, FINISHED PRODUCTS, ESSENTIAL OILS, ETC. MANUFACTURERS' SURPLUS SYNDICATE, 244 WATKINS ST., BROOKLYN, N. Y.

WANTED—Second hand but in good condition, talcum powder machine and laboratory equipment to manufacture toilet articles. Address B. O. No. 782, care of this journal.

MAKE YOUR OWN FROSTING FLUID FOR \$2.00 A GALLON; FORMULA AND COMPLETE INSTRUCTIONS, \$25.00. SATISFACTION GUARANTEED. SIMPLE AND EASY TO USE. C. R. SIZEMORE, CONSULTING CHEMIST, 6746 GLADES AVENUE, ST. LOUIS, MO.

WANTED—SIX 100-GALLON GLASS-LINED TANKS. WRITE STATING PRICE. LIGHTFOOT SCHULTZ CO., HOBOKEN, N. J.

FOR SALE—45-GALLON CAST-IRON CALDRON. CAN BE HEATED WITH GAS OR COAL. PERFECT CONDITION. L. A. VAN DYK, 110 W. 14TH STREET, NEW YORK CITY.

A SURPLUS STOCK OF NATURAL LIQUID FLOWER OILS OF JASMINE, ROSE, ORANGE, CASSIE, OELLET, RESEDA AND MIMOSA IN ORIGINAL 8 AND 16 OZ. SEALED CONTAINERS. ALSO MANY SYNTHETIC SPECIALTIES. FOR SAMPLES, QUANTITIES, AND PRICES, ADDRESS B. O. NO. 783, CARE OF THIS JOURNAL.

(Continued on page 100)

LILAC "VANNA"

A BEAUTIFUL NEW OIL, OF THE POPULAR VEGETAL CHARACTER,
FRESH AND FLOWERY

1/2 OZ. TO 50% ALCOHOL
1 OZ. TO 75% ALCOHOL

Will produce the best Lilac Toilet Water on the
market

L. A. VAN DYK
Manufacturing Chemist

110 West 14th Street
New York

1114 State - Lake Bldg.
Chicago

WE are highly gratified with the results of our introductory announcement in the *Perfumer*. Many enquiries and a number of orders have come in. Our equipment makes it possible, however, to still guarantee prompt delivery and absolute satisfaction on

Quality Paper Boxes of All Kinds

Tell us what you want and we will tell you what it will cost.

GEORGE J. GILLIES

268 STATE STREET

ROCHESTER, N. Y.

"Where the Good Boxes come from."

EXPORT IMPORT

We can give you expert service in exporting finished products, or importing supplies. Our new Paris & London offices will shortly be open to take care of Europe and we have reliable representation in all the principal cities throughout the world. We buy and sell containers, finished products, raw materials, etc. Ask Us.

PIERRE NAMRON COMPANY, Inc.

1416 Broadway, New York

Phone—Bryant 2757



Effective Printing Attracts Custom

The grade of your product is often judged by the kind of cover under which it is sold.

Simple designs and elaborate colored labels can be made fully effective only by careful, well executed printing.

Write us about your needs in color or gold printing, embossing and steel die stamped work. Our service and prices will please you.

L. Kehlmann Co.
Designing, Printing, Embossing,
229 West 28th Street New York

SITUATIONS WANTED

POSITION WANTED by reliable man, willing worker; formerly distiller and compounder of extracts for liquors (20 years' experience). Have made fruit juices, flavoring emulsions. Wish position as assistant in laboratory or plant on extracts or perfumes. Address M. Selnick, 481 E. 167th Street, New York City.

PERFUMER and expert compounder of fine flower oils and bouquets from basic materials. Thoroughly experienced in synthetics. Good creative ability. Desires connection with a first class house. Address "Perfumer," Box 143, White Plains, N. Y.

ADVERTISER experienced in flavoring extract manufacture, specialty soft drink lines, is open for engagement. Plenty of initiative and energy. Would consider partnership. Address S. W. No. 784, care of this journal.

CHEMIST open for position with manufacturer (laboratory or plant) or importer of essential oils, perfumes, perfume intermediates or allied products. Location immaterial. Address S. W. No. 777, care of this journal.

FRENCH CHEMICAL ENGINEER, at present in charge of chemical, essential oil and perfume department in New York, import and export firm; perfect knowledge domestic market and foreign sources, desires position. Address S. W. No. 785, care of this journal.

YOUNG MARRIED MAN, eight years' experience manufacturing perfumes, cosmetics, wishes position as perfumer. Address, S. W., No. 788, care of this journal.

PERFUMER, well experienced in manufacturing every class of toilet goods, wide experience in Europe, wishes to connect with well established house either to take charge of laboratory or as assistant. Address, S. W., No. 789, care of this journal.

(Continued on page 102)

The image is a vintage advertisement for Whittaker Talc. At the top center is a black and white logo for "WHITTAKER" inside an oval border. Below the logo, the text "ESTABLISHED 1890" is printed in a smaller, sans-serif font. The word "TALC" is prominently displayed in large, bold, black letters. It is split into two parts: "FOREIGN-" on the left and "-DOMESTIC" on the right, with a horizontal line separating the two parts. The background of the ad is a textured, light-colored surface.

**KAOLIN
ZINC OXIDE
MAGNESIA CARBONATE**

**SOAP POWDER
ZINC STEARATE
PREPARED CHALK**

PRECIPITATED CHALK

Light, Medium, Heavy, Dense and Free Flowing

STARCH

INFUSORIAL EARTH

WHITTAKER, CLARK & DANIELS, INC.
IMPORTERS AND EXPORTERS

250 Front St.

New York

AMOLE PRODUCTS

Have given the trade the utmost in satisfaction for over 35 years. Selection of the highest types in raw materials combined with formulas of long proven merit enable us to supply products of a very superior quality. Full description of quality and prices on the following sent you on request.

LIQUID SHAMPOO—PASTE SHAMPCO—LIQUID SOAP—SOAP BASE—PRIVATE BRANDS OF SHAVING AND TOILET SOAPS—BULK SHAVING CREAM, TOOTH PASTE, COLD CREAM, ROSE CREAM.

AMOLE SOAP CO. TIPPECANOE CITY, OHIO



ESTABLISHED 1881

GIO. F. G. MARANGOLO
MESSINA
SICILY

WE SPECIALIZE IN
OILS OF
LEMON ORANGE
BERGAMOT
NEROLI

SOLE AMERICAN AGENTS
FREDERICK H. CONE & CO., Inc.
181 FRONT STREET, NEW YORK



PERFECT ROUGE & POWDER COMPACTS

Made Best, Easiest and Quickest on the

Alexander Patented Compact Rouge Machine

oval lip stick moulds \$100.00—round \$75.00 up

A. ALEXANDER, 453-19th ST., BROOKLYN, N. Y.

TELEPHONE SOUTH 1307

THE IMPORTANT PERCENTAGE OF ALCOHOL

is now more important than ever. Prohibition regulations forbid the use of unnecessary alcohol and good business judgment requires similar prudence.

GRAVES' XXX EXTRA SPECIAL COLOGNE SPIRITS

is of an exclusive quality and really enables you to use a smaller percentage than with ordinary alcohol. This not only makes for economy, but better infusions as well.

Try a 5 gallon lot.

C. H. GRAVES & SONS,

35 Hawkins St., Boston, Mass.

Collapsible Tin and Lead Tubes

Plain and Decorated

Sprinkler Tops

Essential Oil Cans, Screw Caps

WRITE FOR SAMPLES AND PRICES

CONSOLIDATED FRUIT JAR CO.

NEW BRUNSWICK, N. J.

SITUATIONS WANTED—Continued

CHEMIST-PERFUMER, absolutely familiar with the manufacturing of high class toilet goods, possessing original ideas for creating packages, familiar with up-to-date machinery efficiency methods and cost system, desires connection with first class house. Address, S. W., No. 790, care of this journal

HELP WANTED

CHEMIST ASSISTANT WANTED—Young man, ambitious and with executive ability to take charge of actual manufacturing under supervision. Experience in pharmaceuticals, toilet goods, food products, household specialties, desirable. Write giving experience, age, salary expected, etc. An excellent opportunity for a man with the right idea. All communications strictly confidential. Address H. W. No. 786, care of this journal.

NATIONALLY KNOWN MANUFACTURERS of toilet goods desire services of absolutely first class chemist and perfumer; must be able to take complete charge of laboratory, competent in developing new lines. Excellent prospects for right man. Address, H. W., No. 791, care of this journal.

WANTED—Assistant manager desired for synthetic base perfumes and essential oils. Must have full knowledge of products, how they are used and mixed by perfumers, and also experience in the sale of same. Wonderful opportunity for the right man. Apply in confidence H. W. No. 792, care of this journal.

Write Us About

BOOKS AND MACHINERY

PERFUMER PUB. CO., 14 Cliff St., New York



No. 116



No. 47



No. 167



No. 148



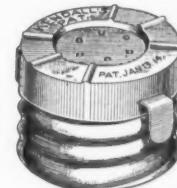
No. 171—OPEN. (Pat.)

BRASS GOODS MFG. CO.

345 Eldert St., Brooklyn, N. Y.

Designers and manufacturers of Sheet Metal Specialties—such as Caps for Talcum and Tooth-powder Cans and Jars, in Brass—Polished, Nickelplated, etc.—and other metals.

Send us a description or drawing of what you want; or a sample of what you are using and we will submit quotations.



No. 162—
SELF-CLOSING CAP.



No. 188.



No. 188—CLOSED. (Pat.)

STOKES**Powder Filling
Machines**

are packing most of
the best makes of

Toilet Powders

on the market.

They handle any
shape of container

**Rapidly and
Accurately**

Send for circular



F. J. STOKES MACHINE COMPANY
PHILADELPHIA, PA.

J. N. LIMBERT & CO.

12 South Marshall Street
PHILADELPHIA

**Importers
of
Vanilla Beans**

All Varieties

Receptacles

That Serve You Best

Diamond Fibre Receptacles are an efficient and economical transportation system. They are made of Diamond Fibre, which is as tough as horn and almost as hard as iron, yet lighter than aluminum. This material does not dent, crack, break, or splinter. A superior material and superior construction provide an unusual combination of great strength and durability with light weight and convenience.

Your product is protected when handled in these receptacles, because the interior construction is smooth and flawless. Furthermore, these receptacles are sanitary and easily cleaned. The close texture and glossy surface of the fibre prevent the clinging of dust and dirt. The fine appearance lasts under the hardest usage, because the in-built color does not run, fade, chip, or wear off.

There is a Diamond Fibre Receptacle for every purpose. Our trucks, barrels, roving cans, dossing cars, trays, cases, boxes, baskets, etc., are leaders in their respective fields. Standard sizes and designs, or made to any specifications. Write us your requirements and let us co-operate. Send for special catalogue.

Diamond State Fibre Company

Bridgeport, Pa. Dept. G. (Near Philadelphia)
In Canada—Diamond State Fibre Company of Canada, Ltd., Toronto.

**EMBOSSSED SEALS
AND LABELS**



**GOLD
AND
SILVER**

**COLORS
AND
TINTS**

*For Perfume, Toilet
and Soap Manufactures
And any other purpose
where seals are used
All manufactured on our
premises*

High Grade Paper Boxes Exclusively



Wm. Buedingen & Son.

NEW YORK
WOOLWORTH BUILDING
KARL VOSS, Mgr.



ROCHESTER
33 CANAL ST.
MAIN OFFICE & WORKS



Rouge and Powder Compacts

In Handsome Gilt Metal Boxes
A Convenient Pocket Vanity Case

Lip Sticks, Lip Rouge

In Attractive Gilt Metal Sliding Tubes

Toilet and Manicure Specialties

Neutral and Private Brands

SOLVENTS AND INTERMEDIATES FOR PERFUME SYNTHETICS

ISO-BUTYL ALCOHOL Gravity .809 @ 15°C
Boiling Range: 97% Between 101-107°C
50% " 104-107°C

NORMAL-PROPYL ALCOHOL

Gravity .820 @ 15°C
Boiling Range: 50% Between 90-97°C
40% " 97-103°C

ANHYDROUS ACETIC ETHER U. S. P.

Gravity .898 @ 15°C
Boiling Range: 76-77°C
Ester 99%

All Products Are Water White and Free From Acid and Water

ISO-AMYL ALCOHOL

Gravity .815 @ 15°C
Boiling Range: 128-132°C

U. S. INDUSTRIAL
CHEMICAL
COMPANY



27 WILLIAM STREET
NEW YORK
N. Y.

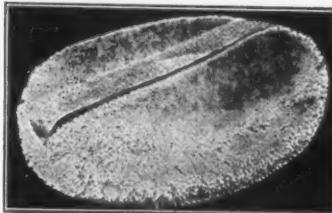
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THE COSIN CO. ORIGINAL MANUFACTURERS OF GENUINE WOOL POWDER PUFFS

30 East 23d St., New York City.

offers the trade **direct** both wool puffs and highest grade cotton velour puffs, made in 14 sizes of the best materials and workmanship. Samples on request.



EXPORT SHIPMENTS, properly packed—prompt deliveries. SIZES GUARANTEED AS LISTED IN OUR PRICE LISTS.

VANITY PUFFS

5 COLORS—TO HARMONIZE WITH ANY PACKAGE

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DUNN & KRUSE : : New York

We offer Pure Porto Rico

BAY-OIL

SANTONI & COMPANY, LTD.

Sole Selling Agents

109 Broad St. New York City

Phone: Broad 6822

BOOKS

When you want any book on perfumes, soaps, etc. write us.

Perfumer Pub. Co.

14 Cliff St.
NEW YORK

A. D. Smack Co.
80 John Street
New York

All grades of
VANILLA BEANS

GUMS

Arabic Tragacanth
Crude Powdered

POWDERED KARAYA GUM



J. T. & A. Hamilton Co.

PITTSBURGH, PA.



BOTTLE
MAKERS

TOILET WATER
BOTTLES

AND OTHER WARE
FOR PERFUMERY
TRADE

GEO. N. HANNA

108 Fulton St.

New York

For your Fine Perfumes use

WEBB'S C. P. COLOGNE SPIRITS

JAMES A. WEBB & SON

50 and 52 Stone Street

NEW YORK

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→FOAMWEL← LIQUID SHAMPOO SOAP ALL COLORS

SPARKLING CLEAR—FORMS NO SEDIMENT

Also Cocoanut Oil Base and Syrup in bbls. and $\frac{1}{2}$ bbls. for the perfumery and barber supply trade

CLIFTON CHEMICAL CO. Clifton Bldg. 246A Front St. NEW YORK



PRODUCT FOUNDATIONS

AN old story is the one about the man who built his house upon the sands, and the man who built his upon the rock. Yet it is a story always new—always timely. It bears a moral for every builder, no matter what he is building.

It carries a message to the manufacturer because without a proper foundation a manufacturer's finished product cannot be stable. It cannot be stable enough to withstand the storms of use to which it is put unless it is built upon a rock-like foundation.

Finished products take the character of the raw products upon which they are built. The raw products are the foundation. And when those raw products are of such high quality that they stand any test, the finished product will stand any test. After all, the test of service is the test that counts. Quality built upon a foundation of quality meets service with conquering ability. Men with most sound business sense insist upon highest quality in all of the raw products in which they invest—whether they are oil products or any other kind.

Our assertion is that, where it is a matter of oil products, where quality is required as a fundamental, where foundations must be as firm as bed rocks, Amalie Brand stands supreme.

*Amalie Medicinal White Oil
Amalie Technical White Oil*

*Amalie Petrolatum, U. S. P.
Amalie Snow White Mineral Jelly*

(Address correspondence to White Oil and Petrolatum Division)

L. SONNEBORN SONS, INC.

General Offices: 262 Pearl Street, New York City

Refineries: Petrolia, Pennsylvania

Factories: Belleville, N. J.

OIL APRICOT KERNELS

Pressed at our works in California

Formerly known as Oil Peach Kernels

Pale in color.

Mild and bland in odor.

Not liable to become rancid.

W. J. BUSH & CO.

(INCORPORATED)

100 WILLIAM ST.

NEW YORK, N. Y.

"I recall how I went home along the damp, sweet scented lanes through the gray mist of the rain; and that night, when the sky had cleared and the nightingales sang, I looked out at the moon riding at anchor, a silver boat in a still blue sea, ablaze with the headlights of the STARS."

—*The Road Mender.*

STAR VIOLET
\$5⁰⁰ a lb.

*Is your Violet satisfactory?
What is its cost?*

CHARLES V. SPARHAWK
DRUGS, ESSENTIAL OILS
AND CHEMICALS
NEW YORK CITY
NEW YORK

STORINE
LAUTIER FILS
GRASSE

A new interesting product of the Lily and Lilac base. Stocks on hand. Samples cheerfully furnished.

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SOLE AGENTS
218-220 Pearl St., New York

Branches
Chicago San Francisco Montreal

OIL OF YLANG YLANG
MANILA

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The high grade, pre-war quality is again available. Send us your inquiries.

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SYNTHETIC FLOWER OILS, of rich yield,
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All Grades Denatured Alcohol

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SYNTHETIC AROMATIC CHEMICALS

The "CHIRIS" trade mark stands for quality, a quality which is assured by a manufacturing experience of over 150 years. Look for the "CHIRIS" trade mark.

The attention of perfumers and soap manufacturers is invited to the following, made in our American works in Delawanna, N. J.

IRALOL—Standard

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"CHIRIS" IRALOLS are useful in the production of various types of fine VIOLET odors.

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More and more, people are coming to realize the subtle sales force exerted by the right kind of container and the "first blush" appeal.

A large number of our customers feel that no small credit for their present tremendous volume of business is due to the quality and attractiveness of the cartons and labels we furnish them.

We can handle anything from the simplest run to the multicolored **art** triumph that soars into the millions.

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We manufacture FROSTED and CUT and POLISHED bottles for perfumers.

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Cleveland Office, 334 Guardian Bldg.

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REG. U. S. PAT. OFF.

Standard Perfume and Flavoring Materials
Manufactured in the United States of America

American Perfume Materials for the World

Use and advocate American-made goods.

The phraseography of the above may seem a big proposition but we have made good and our clients throughout the world—whether in Africa, India, Japan or Australia—will corroborate our remarks.

No class of American business men have had a harder, longer and more persistent fight against foreign trade propaganda than the chemical and perfume industries. Even during the war, while the American manufacturer was devoting every effort to the installation of new manufacturing machinery so as to keep the world supplied and help our government, the fight went on unnoticed by the general public and unsupported by public opinion and sympathy.

This is not a new issue—for thirty years we have carried on the campaign of recommending American-made goods. Do not be deceived by the cover—dig right in—make sure that the firm from whom you buy goods is run by Americans—financed by Americans and that its products are made in America and from American materials.

It is time this great and rather vital industry stepped forward with its endless resources and demonstrated to the world more prominently than ever before that before the battle, during the struggle, after the battle and always, American-made goods stand before the world as a symbol of the highest quality any market can afford.

Years ago we threw the first stone outlining these standards and we can see the encircling expanding waves in all directions, carrying with them a few ships of the American spirit which pervades the Synfleur organization from its thirty-two years old American roots to the zephyr-like fragrance of its products.

Speaking of Synfleur who make and always have made their goods in the U. S. A., have you seen their latest Market Report, dated July, 1920, and now being mailed out? Send for a copy—you will value the suggestion.



Synfleur Scientific Laboratories

Founded 1889, by Alois von Isakovics

M. Upshur von Isakovics, Proprietor

Monticello, New York, U. S. A.



Synfleur Quality

REG. U. S. PAT. OFF.

Standard Perfume and Flavoring Materials
Manufactured in the United States of America



Pounds - - 836.25
Trial ounces - - 2.50

The Right Fixative
contributes in no small measure toward
the success of any perfume.

Tincture Perse-Synfleur is the Ideal Fixative

which can be used in any, even the most delicate odors of any floral type with entire satisfaction. In liquid perfumes it imparts a more powerful fixing effect than materials of other types. Dissolve one ounce in two pints Cologne Spirit, then use from one to four ounces of the solution per gallon of perfume.



Pounds - - 831.00
Trial ounces - - 2.15

Moss Effects are Popular

in many modern odors—they not only contribute the charming "mossy" character when used in small proportion but act as powerful fixatives as well. *Mousse de Chene-Synfleur* imparts the well known Oak Moss effect. *Mousse d'Orient-Synfleur* produces ideal Oriental Moss effects in all oriental perfumes. *Mousse de Perse-Synfleur* imparts a novel odor note, a distinctive Persian effect—that luxuriant dreamy after odor reminding of "Arabian Nights."



Pounds - - 840.00
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Synfleur Materials are Popular
Wherever Perfumes are Manufactured



Pounds - - 845.00
Trial ounces - - 3.10

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Synfleur Quality

REG. U. S. PAT. OFF.

Standard Perfume and Flavoring Materials
Manufactured in the United States of America

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Arbutus

Bergamot

Carnation Pink

Cassie

Civet

Clover

Crab Apple

Cyclamen

Gardenia

Hawthorn

Heliotrope

Honeysuckle

Hyacinth

Jasmine

Labdanum

Lavender

Lemon

Lilac

Lily

Locust Blossom

Mayflower

Mimosa

Muguet

Mock Orange

Moss Odors

Narcisse

Neroly

New Mown Hay

Orange Flower

Orchid

Oriental Odors

Orris

Patchouly

Peach Blossom

Rose

Sandal

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Trefle

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A large manufacturer writes:—"Your goods have always given satisfaction and we believe you give full value for every dollar invested with you. Salesmen from other houses sometimes persuaded us to order—but we always return to Synfleur materials

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Monticello, New York, U. S. A.

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Trade Mark REG. U. S. PAT. OFF.

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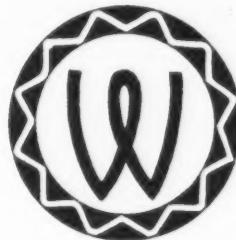
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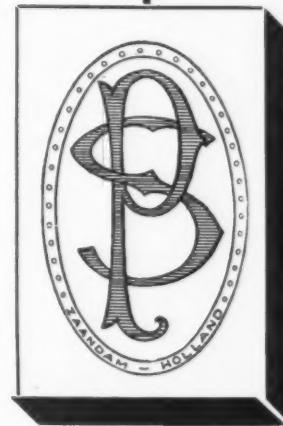
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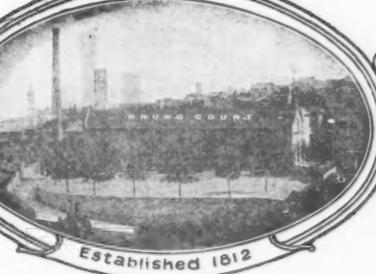
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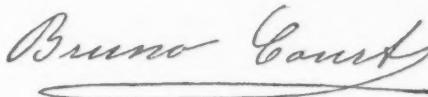
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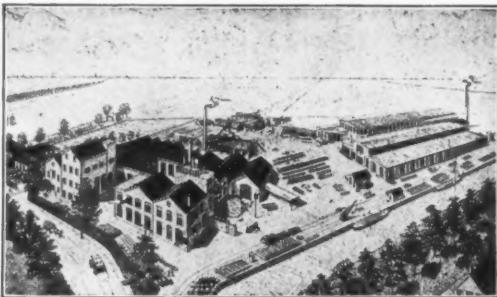
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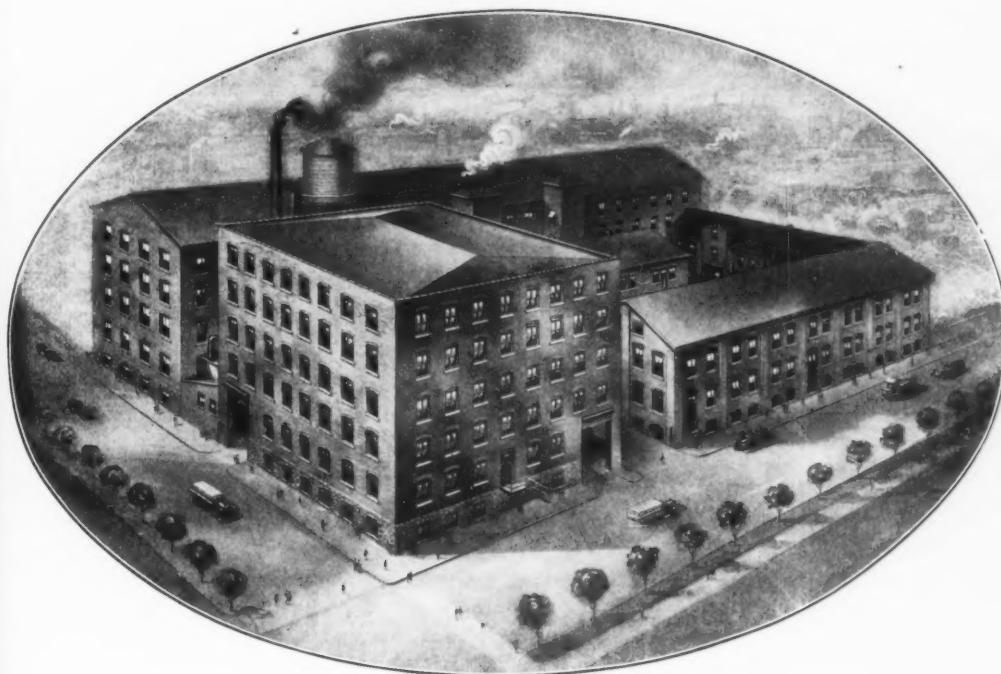
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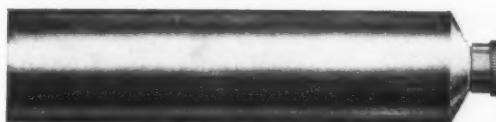


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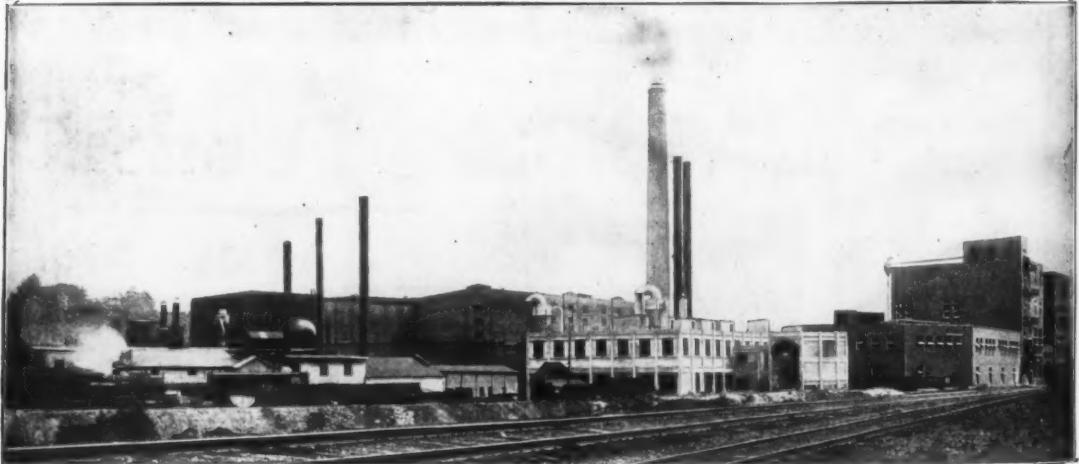
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A. G. SPILKER

Sole Agent for Chicago and Middle West, 326 W. Madison St., Chicago, Ill. (Main 5154)

STANDARD CHEMICAL COMPANY

BAYONNE, N. J.

SOLE SELLING AGENTS:

ANTOINE CHIRIS CO., 18-20 Platt St., NEW YORK

TERPINEOL

BROMSTYROL

CINNAMIC ACID



SHAPE

The talcum container, like all things, is recognized by its difference of appearance. Its popularity is dependent upon the graceful and artistic lines, which make for style, usefulness and ornamentation.

That the shape of anything is responsible for its demand, is evidenced by the fact that first impression is the predominant sales argument. The creation of individual, graceful and artistic talcum shapes, is a Tindeco feature.

THE TIN DECORATING COMPANY OF BALTIMORE, MARYLAND

Manufacturer of

TINDECO
Decorated Tin Packages

COLOGNE SPIRITS
of Highest Quality

DAVID BERG
INDUSTRIAL ALCOHOL CO.

PHILADELPHIA U. S. A.

RAW MATERIALS

FOR THE

Toilet Goods Manufacturer

BEESWAX

MAGNESIUM CARBONATE

CERESIN

PRECIPITATED CHALK

MINERAL OIL

ZINC STEARATE U. S. P.

FILTER PAPER

KAOLIN

ZINC OXIDE

POWD. SOAP

(Light and heavy)

ZINC STEARATE

STARCH FOR FACE POWDER

STEARIC ACID

HYDROLAN

TRADE MARK REGD.

Contains more CHOLESTERIN than any other
Wool-Fat product on the market. Is neutral, never
becomes rancid. Unequaled in moisture take-up.

AN IDEAL CREAM BASE

Bennett & Davis, Inc.
Importers & Manufacturers
Perfumers Raw Materials
327 S. La Salle St.
Chicago



Perfume Synthetics

CITRAL CP. that is
100% Pure and
should not be confused
with **CITRALS** that are
merely rectified
Lemongrass.

RHODINOL D. EXTRA
of exceptionally high
grade and very rosy
in character.

GERANIOL D.R.

GERANIOL TECHNICAL
(for soaps)
RHODINOL D.

IRISAL D.

PEACH ALDEHYDE
(C.14 100% pure)

CITRONELLOL "ROSE"

BENZYLIDEN ACETONE

ESSENCE STYRAX

366 FIFTH AVE. NEW YORK - CHICAGO 64 RANDOLPH ST.

COMMONWEALTH

Oleo Resins

GINGER U.S.P.

8th REVISION

Jamaica,
African
Cochin, Etc.

CAPSICUM U.S.P.

8th REVISION

made from the best
Mombassa &
Bombay Pods.

VANILLA

CUBEBS

*Samples & Prices
Upon Application*



WORKS: 417-427 ROSEHILL ST. ELIZABETH, N.J.

**PRODUCTS
CORPORATION**

Roure-Bertrand Fils, Inc.

18 Cedar Street
New York

JUST RECEIVED

Absolute Essence Geranium Incolore
Absolute Essence Labdanum
Resinoid Labdanum
Resinoid Tolu

Samples on Request

JUSTIN DUPONT, Inc.

18 Cedar Street
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Novelties in Synthetic Perfume Materials

Muguet 67 Bis

Tuberose Artificial

Rose

TREACLE

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JASMINE

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Lilac

VIOLET

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BOUQUETS

for

Perfumes

Powders

Creams

Toilet

Waters

Tonics

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SEASON ARTICLES**ARSTRU** Fruit Aromas

Made from 68% to 98% Genuine Fruit

Soluble—Extra Concentrated

Vanilla Flavors

Natural and Imitation

Soluble Emulsions

Lemon—Limes—Orange

OIL LEMON TERPENELESS**PIERRE LEMOINE CIE., INC.**

294 Pearl St.

New York

**P.L. SUPERIORITY**

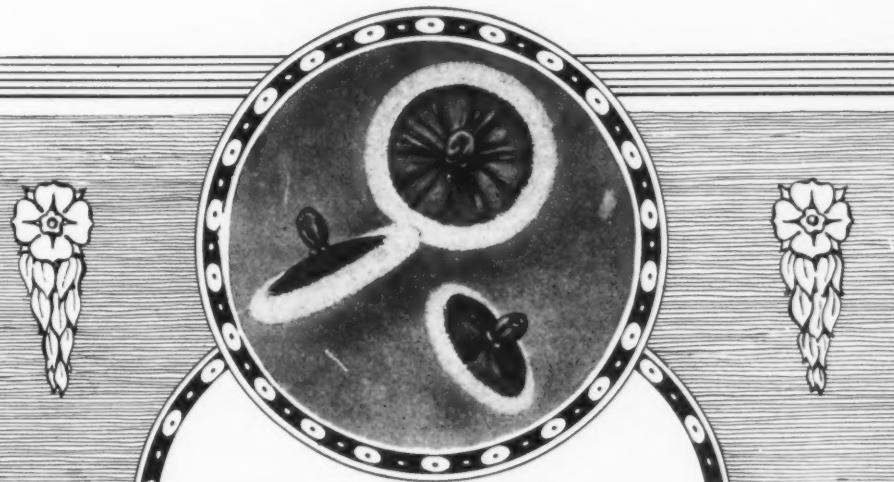


COLLAPSIBLE TUBES

Pure Tin and Composition Metal
Plain and Decorated

SPRINKLER TOPS

WHITE METAL MANUFACTURING CO.
1006-12 CLINTON STREET HOBOKEN, N. J.



The Valmont Puff

Have You Examined Your Competitor's Packages Lately?

If so, you will have noticed the ever-increasing use of the Valmont puff in the better packages.

WHY?

The puff is always uniform and neat in appearance.

It conforms automatically to the dome of your compact, protecting it in shipment.

The fluted top appeals to the feminine user.

The handle cannot break loose.

*Special sizes for metal boxes—made in Wool and
Near-Wool — Prompt deliveries — Special colors*

VALMONT MANUFACTURING CO., Inc.

146 Park Avenue, Brooklyn, N. Y.

Cable Address: Valmont

Patents Pending

CHEMICAL WORKS "FLORA"

DUBENDORF—ZURICH

SWITZERLAND

Specializing in the highest grades of Synthetics for the
Perfumery and Soap Manufacturers.

We offer for prompt shipment:

BROMSTYROL C. P.

GERANIUM ARTIFICIAL

Perfect substitute for the natural oil.

JASMIN ARTIFICIAL "R"

Exquisite product; very cheap.

LINALOOL (from Bois de Rose) C. P.

One of our specialties.

LINALYL ACETATE C. P.

Most excellent product.

LILIARA (LILY BASE)

Novelty; and we defy competition.

METHYL ANTHRANILATE C. P.

This is all it should be.

MUSC-AMBER

Specialty; very similar to the odor of natural
amber.

MUSC AMBRETTE 100%

MUSC XYLOL 100%

PHENYL ACETIC ALDEHYDE C. P.

PHENYL ETHYL ALCOHOL C. P.

RHODINOL C. P.

We manufacture a very complete line of dependable synthetics.

Ask our agent for our complete catalogue.

Exclusive Agents

O. A. BROWN COMPANY, INC.

246 Pearl St., New York

PILAR FRERES

Founded in 1820

SEVE, LEFEVRE & CO. (Successors)

GRASSE AND HYERES, FRANCE

SUPERESSENCES SOLID and LIQUID ABSOLUTES

POMADES

SPECIALTY: FRENCH OTTO OF ROSE

OILS: LAVENDER

GERANIUM

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PETITGRAIN

The O. A. BROWN COMPANY, Inc.

246 PEARL STREET

NEW YORK

Write for descriptive manual and price list.

ATTENTION MANUFACTURERS

If you manufacture any kind of specialty in the drug line, communicate with us. We can market it for you to the best advantage.

WHY?

BECAUSE We have a large established trade.

Our Salesmen are in touch every day with our customers.

A Fleet of Auto Delivery Trucks insures prompt delivery.

We also can help you financially by advancing you payments on goods placed on consignment with us.

As we are manufacturing ourselves quite a large assortment of drug specialties, we can procure for you raw materials at a much lower price than you could; we buy large quantities and naturally by doing so can obtain the best quotations.

ALLIED DRUG AND CHEMICAL CORPORATION

2413 Third Avenue

New York City

Tel. 8382 Melrose

Kindly state from what paper you have taken this advertisement.

THE LORSCHIEDER-SCHANG CO., INC.

FINE PAPER BOXES AND CASES

ROCHESTER, N. Y.

AND

133 BROADWAY, NEW YORK CITY

MUSK ZYLOL 100%

PHENYLETHYL ALCOHOL

JUST RECEIVED SHIPMENT

**Extra Fine OIL LAVENDER FLOWERS (French)
SOLID FLOWER CONCRETES**

JASMIN

JONQUILLE

TUBEROSE

CASSIE

ROSE

MIMOSA

ALSO HAVE FOR SPOT DELIVERY

PATCHOULY

VETYVERT BOURBON

YLANG YLANG BOURBON

We are headquarters for **PURE FOOD CERTIFIED COLORS**, also Technical
Colors for Perfumes, Lotions, Soaps, Etc.

DE LORME-HOLMAN CO., CHICAGO

"ALWAYS AT YOUR SERVICE"

WESTERN REPRESENTATIVES FOR

C. E. ISING CORP., Mfg. Chemists, New York

H. LIEBER & CO., New York, Colors

HUMMEL & ROBINSON, Lanoline, New York

EASTERN TALC CO., Boston

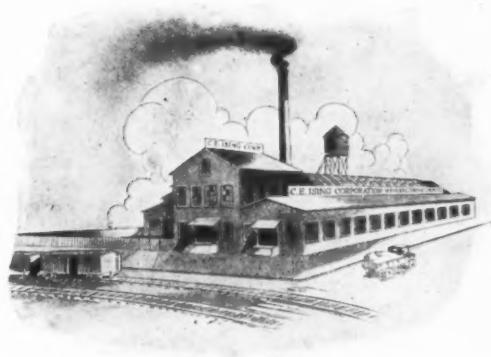
A. ALEXANDER, NEW YORK, Rouge Machines

The C. E. Ising Corporation

Manufacturing Chemists

Chicago Office:
186 No. La Salle St.
De Lorme-Holman Co.

General Office
Laboratories and Factory
FLUSHING, N. Y.
Phone: Flushing 3889



FLUSHING, N. Y., September 1, 1920.

To our Customers and Friends:

As a matter of efficiency and in order to give increased facilities and provide more adequate means for handling our rapidly growing business, we have decided to consolidate our New York office with our Main Office, Laboratories and Factory in Flushing, New York.

This will enable us to expedite deliveries and furnish you with an improved service in all branches of our business.

Therefore, on and after September 1st, will you kindly address all communications to:

Flushing, New York

Telephone: Flushing 3889

Thanking you for past courtesies and soliciting a continuance of your valued favors, we are,

Very truly yours,

THE C. E. ISING CORPORATION,
CHAS. E. ISING, President.

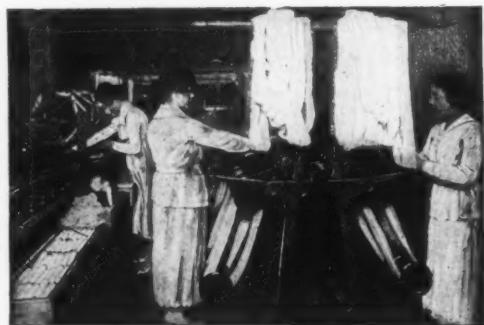
Vanity Puffs in the Making

BELIEVING that most buyers of high-grade powder puffs would be interested, we have decided to explain in a series of advertisements the various steps that enter into the manufacture of our Vanity Puff, which has won so many good friends for us in the trade. This is No. 1 of the series. Similar advertisements will follow.

The picture shows the first two operations one sees in our hygienic plant in New Rochelle, N. Y. To the right are two girls operating one of our winding machines, which transfers the wool from the skeins, as received, to large spools. The yarn thus spooled will eventually become the warp of the plush fabric from which is made the finished Vanity Puff.

At the left of the scene is pictured the quilling operation, showing the machines that wind the wool from skeins onto quills. The yarn thus quilled will eventually become the weft, or cross-threads, during the process of weaving.

We are proud of our Vanity Puff. We sincerely believe it to be as good as best-quality wool and human skill can make it. A better Vanity Puff is in our



estimation a manufacturing impossibility. There is reason for our pride.

Happily, we are in a better position than ever to serve you. Having just installed several new looms, we can now produce our Vanity Puffs in any quantity to fill any order, and in any size to fit any case. Quantity as well as quality now!



We will be very glad to take through our factory anyone who is interested, and in the meantime will be pleased to meet you in our new showrooms and executive offices in the Hygienol Building.

You will see on display not only our Vanity Puffs, but our complete line of larger puffs, including the famous Hygienol Powder Puff.

MAURICE LÉVY

Importer and Manufacturer

POWDER PUFFS

TOILET ARTICLES

PERFUMERY

Hygienol Building, 120-122 West 41st St., New York



THIS PACKAGE
was originated, designed
and patented by us
for the exclusive use of

THE PALMOLIVE CO.
MILWAUKEE

METAL PACKAGE CORPORATION
OF NEW YORK

346 CARROLL ST.

BROOKLYN, N. Y.

DE LAIRE
THE PIONEER
LINE OF
Synthetics for Perfumes and Soaps

The best artificial JASMIN and NEROLI
IONONE, BOUWARDIA, MOUSSE de SAXE
MOUSSE de CHYPRE, SWEET PEA TILLEUL
AMBRE 83, etc., etc.

Apply for price list and samples to
DODGE & OLCOTT CO.
New York
Sole American Distributors

FABRIQUES DE LAIRE
ISSY (near Paris)
and CALAIS
FRANCE

M U S K
XYLOL 100%

MAGNUS, MABEE & REYNARD, INC.
ESSENTIAL OILS

257 PEARL STREET

NEW YORK CITY

YLANG YLANG OIL

MANILA

CHARLES V. SPARhawk
(INCORPORATED)
 DRUGS, ESSENTIAL OILS
 AND CHEMICALS
 278 PEARL STREET
 NEW YORK



Tombarel's SUPREME JASMIN

is just a step further ahead than any "absolute" liquid concrete.

It is just the straight oil from the flower, without any "improvement."

The price is much higher, but it costs no more!



TOMBAREL FRÈRES

GRASSE (FRANCE.)

ADDRESS ALL INQUIRIES TO

ORBIS PRODUCTS TRADING CO., Inc.

General Offices: 215 Pearl Street, New York City

Chicago Office: 326 W. Madison St.
 A. G. SPILKER, Mgr.

Boston Office: Board of Trade Bldg.
 F. D. HOYT, Jr., Mgr.





FRATELLI de PASQUALE & CO.

WORKS AT
COMTESSE

MESSINA, ITALY

ESTABLISHED
1848

OIL LEMON—CEDAR
BRAND

OIL ORANGE SWEET—ROSE
BRAND

OIL ORANGE BITTER AND MANDARINE

TERPENELESS AND SESQUITERPENELESS OILS

OIL BERGAMOT SPECIAL

OIL NEROLI PETALS

STOCKS IN NEW YORK

N. B.—The name of our firm should not be confused with that of others
trading under similar names.

HAMMER & HIRZEL

CONSTANTINOPLE

OTTO OF ROSE VIRGIN

NON-PLUS-ULTRA

STOCKS IN NEW YORK

FRENCH

POUDRE DE RIZ (Rice Starch) BLANC DE NEIGE (Zinc Oxide)
WHITEST AND LIGHTEST OBTAINABLE

These products, so necessary in a good face powder, are of
the very character that discriminating American manufacturers
have been looking for. They are so very much lighter in
color — really **WHITE** — and so much **FLUFFIER** than the
domestic grades, that there is no comparison.

These ingredients mean a better face powder at a lower cost

SOCIÉTÉ DE BLANCS DE ZINC DE LA MÉDITERRANÉE

(ZINC OXIDE) MARSEILLE, FRANCE and

SOCIÉTÉ ANONYME USINES REMY (POUDRE DE RIZ)
GAILLON, FRANCE and WYGMAEL, BELGIUM

Address All Inquiries to

ORBIS PRODUCTS TRADING CO., INC.

General Offices: 215 PEARL STREET, NEW YORK

Chicago Office: 356 West Madison Street
A. G. SPILKER, Mgr.

Telephone John 670

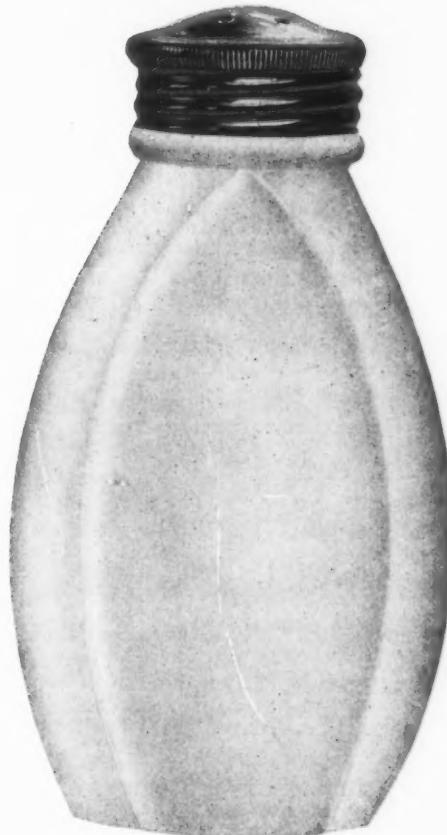
Boston Office: Board of Trade Building
F. D. HOYT, Jr., Mgr.

SWINDELL BROS. BALTIMORE, MD.

NEW YORK OFFICE, 200 FIFTH AVENUE

MANUFACTURERS AND DESIGNERS OF

HIGH GRADE PERFUMERY BOTTLES



No. 185. Talcum Powder, Frosted

One of Our Many Styles of Talcum Jars

Société Chimique des Usines du Rhône

PARIS

St. Fons and Roussillon (France) . . . La Plaine (Switz.)

The World's Leaders in Quality and Uniformity

AMBRÉINE (Extra Concentrée)
TERPINÉOL EXTRA
LINALOOL EXTRA
BENZYL ACÉTATE EXTRA
LINALYL ACÉTATE EXTRA
(92 - 94% Ester)

RHODINOL I and II

TILLEUL (Extra Concentrée)
VIOLET KETONE
VIOLET RHODIA
(Extra Supérieure)
AUBÉPINE LIQUID

GERANIOL EXTRA

CITRONELLOL EXTRA

J. & E. SOZIO

GRASSE, FRANCE

Celebrated for Their Flawless Natural Products

CONCRETES from POMMADES

PRIMA—Absolutes (Guaranteed True Flower Products)

Sole American Agents

ELSON & BREWER, Inc.

65 FULTON ST., NEW YORK

OTTO of Rose

M. Kiriloff.

SOFIA, BULGARIA.

*Like an old friend:
It can be relied
upon when others
disappoint.*

CHARLES V. SPARhawk
DRUGS, ESSENTIAL OILS
AND CHEMICALS
NEW YORK CITY
NEW YORK



COMMONWEALTH CHEMICAL CORPORATION

Benzyl Acetate
98% ester content.

Benzyl Alcohol, C. P.
waterwhite.

Benzaldehyde, U. S. P.
99% aldehyde content.

Benzoic Acid, U. S. P. Sublimed
large, lustrous flakes.

Sodium Benzoate, U. S. P., 8th & 9th editions
white, odorless, no foreign taste.

Cinnamic Acid Synthetic
M. P. 130° C.

Benzoic Ether, Pure

Methyl Benzoate, Pure, (Oil Niobe).

Main Office - - - 15 Park Row, New York, N. Y.
Western Sales Office, 608 S. Dearborn St., Chicago, Ill.
Factory - - - - - Newark, N. Y.
Canadian Factory - - - - - Walkerville, Ont.

PROFIT OR LOSS ? WHICH ?

YOU KNOW That to make a fair profit on rouge and powder compacts you must have quantity production.

YOU KNOW That they are the most troublesome and costly things in the whole list of cosmetics to turn out, in the quality demanded by your trade mark.

YOU KNOW That, as specialists in compacts, we can give you both grade and price because we manufacture in large quantities by formulae developed in years of practice in Europe and America.

**MAKE WHAT YOU KNOW HELP YOU
BUILD PERMANENT BUSINESS**

Julius Schmid
INCORPORATED

344-50 West 38th Street
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Among the products of
Julius Schmid, Inc.
COSMETIC SPECIALISTS

are fine quality

ROUGE and POWDER COMPACTES,
LID-O-RAY, POWDER PUFFS,
EYEBROW PENCILS, LIP ROUGE,
"SILVERLIGHT" CAPPING SKINS,
"NEARKID."

JULIUS SCHMID, INC.
334 West 38th Street New York City





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INCORPORATED

35 FULTON STREET
NEW YORK

CABLE ADDRESS: "JULYON" NEW YORK

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OIL CITRONELLA JAVA

OIL CITRONELLA CEYLON

OIL PETITGRAIN S.A.

OIL GERANIUM BOURBON

OIL LAVENDER FLEUR

OIL BERGAMOT

OIL CARAWAY

OIL LEMON GRASS

OIL CASSIA

ALSO
SPECIALIZING IN

SPANISH ESSENTIAL OILS

(SEE PAGES 50 AND 51)

HIJOS DE LUCA DE TENA

SEVILLE—SPAIN

PRODUCERS OF
SPANISH ESSENTIAL OILS
AND PERFUME MATERIALS

Spanish OIL NEROLI BIGARADE
Spanish OIL NEROLI PETALE
Spanish OIL PETITGRAIN BIGARADE
Spanish OIL PETITGRAIN PORTUGAL
Spanish OIL VERBENA
Spanish OIL RUE
Spanish ORANGE FLOWER WATER

SAMPLES UPON APPLICATION

EXCLUSIVE AGENTS FOR PERFUME MATERIALS
UNITED STATES AND CANADA

JULIAN W. LYON & CO.

INCORPORATED
35 FULTON STREET
NEW YORK

Sociedad Anónima Monegal

BARCELONA, SPAIN

SPANISH ESSENTIAL OILS

OIL SAGE

OIL THYME

OIL ROSEMARY

OIL LAVENDER ASPIC

GUARANTEED PURE NATURAL

NOW QUOTING FOR FALL DELIVERY

WRITE FOR SAMPLES

EXCLUSIVE AGENTS FOR
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JULIAN W. LYON & CO.

INCORPORATED

35 FULTON STREET

NEW YORK

**MANILA
YLANG YLANG OIL
G. MARTINI'S
ORIGINAL**

CREME DE LA CREME (Gold Label)

PRIME (Silver Label)

SECUNDA (Purple Label)

**1920
PRODUCTION
NOW FLOATING**

WE SOLICIT YOUR INQUIRIES

AMERICAN ANILINE PRODUCTS, Inc.

SOLE DISTRIBUTORS
UNITED STATES & CANADA

80 Fifth Ave.,
New York

1818 So. Clark St.,
Chicago

We Guarantee Immediate Delivery

Rouge, Face Powder
Compacts, Lip Rouge,
Eye Brow Pencils, Nail
Enamel and other cos-
metics.

Under Your Name or Seal

Furnished as follows:
(1) In Bulk, to be
packaged by you.
(2) Packed by us in
your containers.
(3) Packed by us in
our containers, under
your private brand
labels or seals.

Adolph Klar

*Also makers and importers
of "Hold-Tight" Hair Nets,
"Hold-Tight" Hair Wavers.*

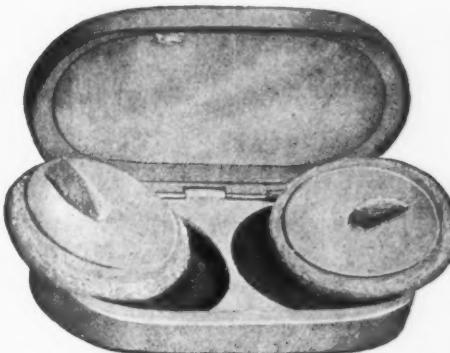
221 Fourth Ave.,
After Sept. 1st
5 EAST 19TH ST.
New York

Rapid-Selling Profit-Producing Specialties



Packed Singly in
Dome Paper Boxes,
Flat Round Boxes,
Gold Metal Boxes,
and Silver Plated
Double Compact
Boxes

Because these products are compounded of
high quality ingredients, they assure abso-
lute satisfaction.



Send for Samples and Prices



HUGUES AINE, Grasse, France

HYPERESSENCES

The Hyperessences, so named by us in token of their extreme and absolute odor value, are the aromatic content of the flowers or other natural odoriferous substances utterly freed of solids and other barren elements.

The exclusive Hugues Aine process insures the retention of all those finer shadeatives which are lost by other methods. The Hyperessences are wholly and purely natural products in a superlatively concentrated state and thus, in the schedule of the discriminating perfumer, play a distinctive role in an imitatively artistic way.

UNGERER & CO. **New York**

STAFFORD ALLEN & SONS, London

TRUE OIL OF ALMONDS

The importance of a super-pure Sweet Oil of Almonds is paramount to considerations of price. To substitute an inferior oil is certain to prove fatal to the finished product. The small saving surely doesn't justify the imperfect and variable results which it entails.

Do not be misled. A superlatively good article necessarily costs more to produce. High quality represents an investment which is gladly paid for by the discriminating buyer. But it is worthy of note that the advance on the "Allen" product over prewar prices is markedly moderate compared with increases upon other ingredients employed in toilet and pharmaceutical preparations.

Substitutes are the real extravagance. "Allen's" pure Sweet Oil of Almonds is the true and enlightened economy.

UNGERER & CO., **New York**

SUPERFINE
VOLATILE OILS
AND
VANILLA BEANS

NATURAL AND SYNTHETIC
AROMATIC BASES

FOR
PERFUMES, FLAVORS,
TOILET PREPARATIONS
AND
TOILET SOAPS

OUR QUALITY IS ALWAYS
HIGHER THAN OUR PRICE

UNGERER & CO.

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PHILADELPHIA
514 Arch St.

CHICAGO
326 W. Madison St.

SAN FRANCISCO
Rialto Bldg.

W



A. H. WIRZ, Inc.
EST. 1836
CHESTER, PENN.
COLLAPSIBLE TUBES and SPRINKLER TOPS.
SEE PAGE 11.

S.